TECHNOLOGY DEPT.

The Manufacturing Confectioner

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ONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

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Packaging Sets the Mood For Sales by Association Of Design and Product

NOVEMBER 1951

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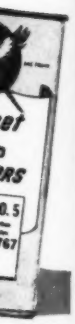

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TECHNOLOGY DEPT.

The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

NOVEMBER 1951
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COVER: An automatic stacker hoist takes another shipment off the storage pile at the Peter Cailler Kohler (Nestle's) Swiss Chocolates Co. of Fulton, New York.

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Pioneer Specialized Publication for Confectionery Manufacturers Plant Management, Production methods, Materials, Equipment, Purchasing Sales, Merchandising.

Published Monthly on the 5th by **The Manufacturing Confectioner Publishing Company**, publishers of **The Manufacturing Confectioner—The Blue Book—The Candy Buyers' Directory—Candy Merchandising.** Executive offices: 9 South Clinton Street, Chicago 6, Illinois. Telephone FRanklin 2-6369. Eastern offices: 303 West 42nd Street, New York City 18, N. Y., Telephone Circle 6-6456. Publication Office: Pontiac, Illinois.

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Subscription price: One Year, $3.00. Two years, $5.00. Per copy, 35c, except September "Purchasing Executive Issue": $2.00. In ordering change of address, give both old and new address. Entered as Second Class Matter, April 20, 1939, at the Post Office at Pontiac, Illinois, under the Act of March 3, 1897. Member: National Confectioner's Ass'n, Western Confectionery Salesmen's Ass'n, National Candy Wholesalers Ass'n, Audit Bureau of Circulations. Foreign Subscriptions: One Year, $4.00. Two years, $7.00. Canadian Subscriptions: same as U. S.

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A Letter from the Editor

Birmingham, England

"The factory in a Garden" was just the impression I received at my first glimpse of Cadbury's in Bourneville. Everything is done to assure the visitor a happy and "sweet" time while visiting the immense factory of this 220 year old firm. From the chauffer, who met me at the train, and the guide, who piloted me through much of the candy making part of the factory I learned of the many activities arranged for employees; the concert hall, library, club rooms and hospital.

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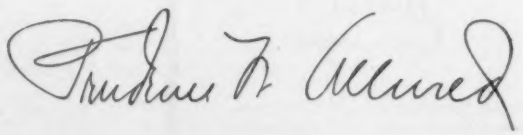
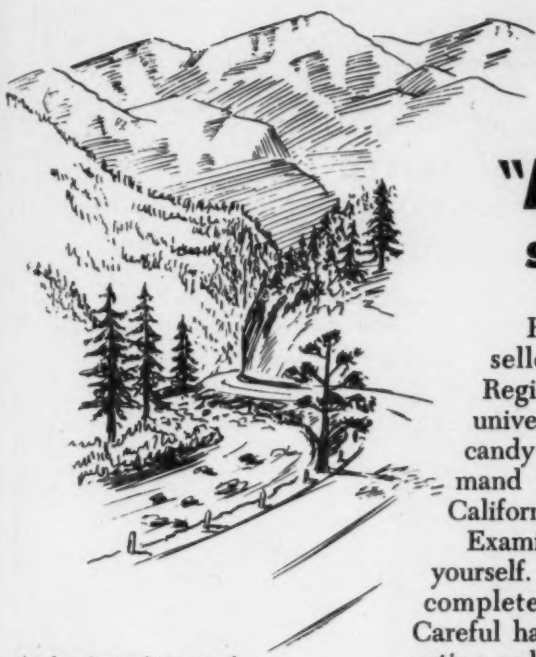
"The factory in a garden", the famous slogan of this famous firm, gave me a restful day in Bourneville.



WHAT CANDIES SELL BEST IN COLORADO?



(Colorado Rockies, popular Western tourist attraction)

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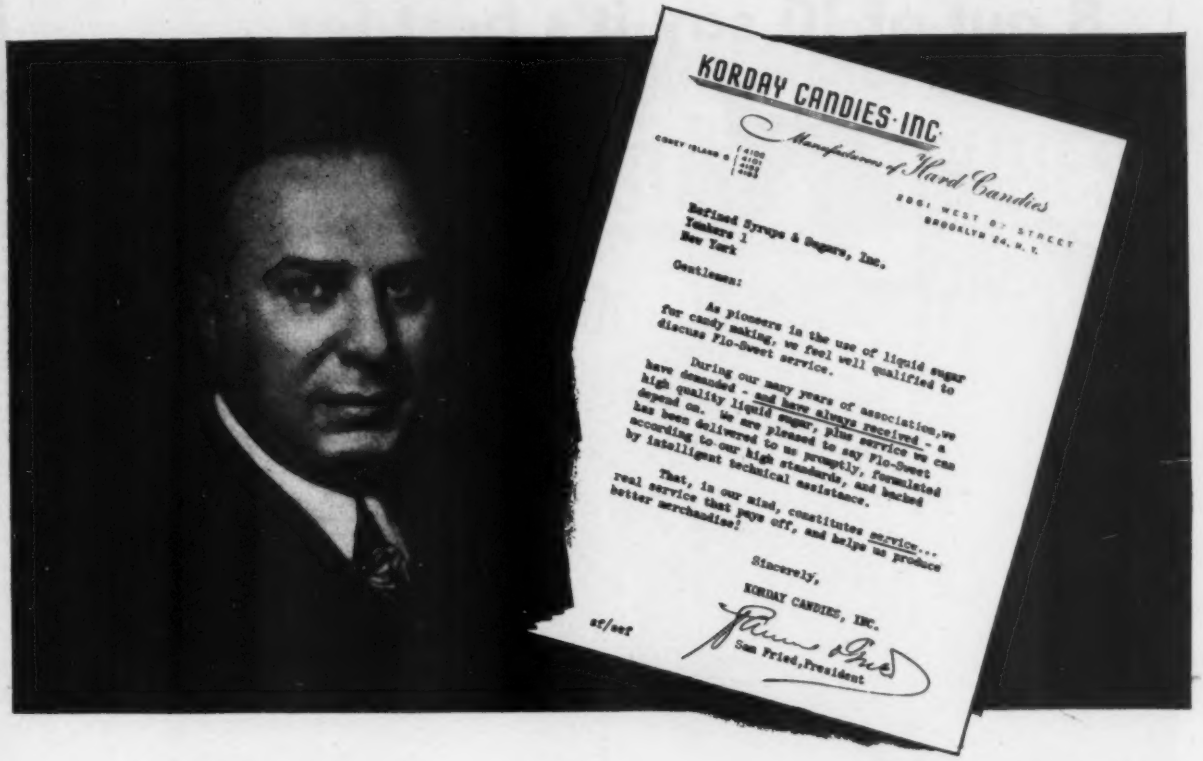
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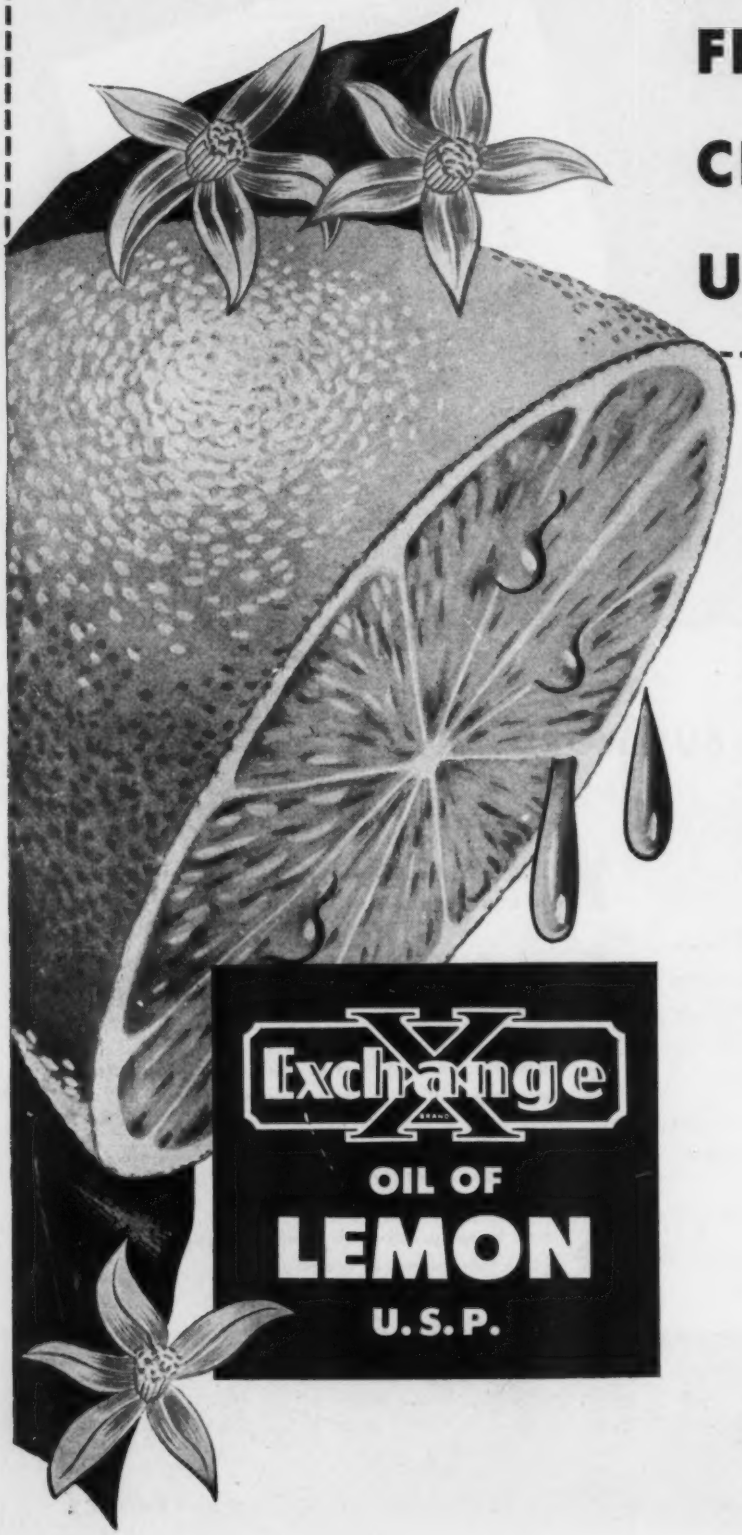

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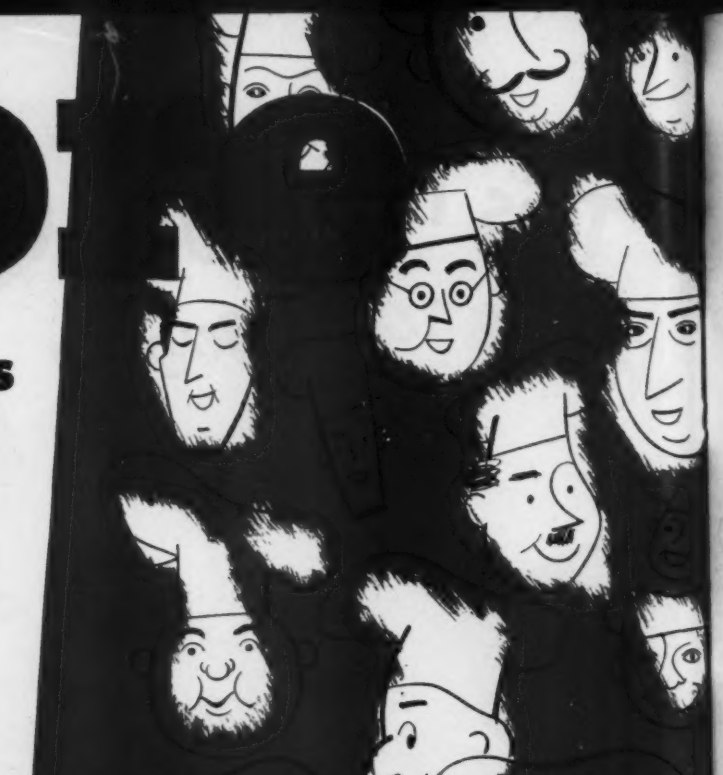

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The Manufacturing Confectioner

NOVEMBER, 1951, Vol. XXXI No. 11

Candy and Your Diet

A noted nutritionist takes a look at candy's effects on the human body.

By Dr. G. W. RAPP

C. W. Erwin Co.

THERE seems to be no question that the majority of confections are sold on the "It tastes good and is good for you" basis. There seems likewise no question that the first part of that slogan—it tastes good—is quite correct and much effort and money has been spent to make it so. The second part of the slogan, however, seems to have suffered from lack of attention.

Ordinarily, candy products consist chiefly of sugars of various types, some fillers, occasionally some small fraction of proteins and fats, some salts, fruit acids, nuts and at times fruit pulp. From the view point of a nutritionist, the candy products now available to the public are, at best, a source of carbohydrates in a most concentrated form. Let us recognize that. Let us further recognize, that to change to what some people like to call a nutritionally balanced product, would entail radical changes in formulation, cost and flavor. Not many well-established manufacturers are willing to make such a change, for whatever good and valid reason.

The dental profession has taken a very grim point of view towards the place of candy in the diet of the public. A few rabid individuals have condemned refined sugar and its derivatives to the very realm of Satan, while the majority state that, along with soft drinks and chewing gum, candy seems to be here to stay, but *great effort must be put forward to curb its consumption*, especially by children.

Let us examine this point of view for a moment. Is candy really bad for us, nutritionally speaking? How much of a case does this body of critics have?

What does candy contribute to the diet? Unquestionably the human body, when active has need for carbohydrates in many forms. Virtually 80% of the so-called energy calories must come from carbohydrate metabolism. A failure to supply these "sugar calories" brings about a utilization of the proteins and fats of the body structure. Many weight-losing diets make use of this fact.

Since the usually available candy products offer little else in the line of nutrition aside from the concentrated form of carbohydrate, that is: not much of proteins, fats, vitamins and minerals, we can ascribe this one function to candy, that it does supply sugar for quick energy. However, as will be proven later in the paper, even this function is carried out only poorly by the ordinary candy product because the absorption, digestion and metabolism of sugars by the normal human being are complex phenomena which require additional factors for proper manifestation.

Candy contributes more than this, however. Candy contributes enjoyment to the eater. It produces a feeling of satiation and satisfaction. This is most necessary for proper nutrition and welfare!

However, we again have a double-edged sword. Satiation can tend to cause an unbalance in the diet, since a

---

Dr. G. W. Rapp, author of the above article, is well known in the fields of biochemistry and nutrition. He holds a B.S. from the Lewis Institute of Technology, Chicago; an M. S. (Biochemistry) from Northwestern University; and received his Ph. D. (Biochemistry) from Northwestern in 1943. Academically, he has been connected with Loyola University in various positions since 1943, presently as professor of biochemistry and physiology. During this time he has acted as consultant for various organizations: the Shotwell Manufacturing company, 1944-49, Quartermaster Food and Container Institute, 1945-47; and, since 1947, the C. W. Erwin Co., Chicago.

Other articles by Dr. Rapp have appeared in such varied publications as The Journal of the American Chemical Society, the Journal of Nutrition, Archives of Biochemistry, the Journal of the American Dental Association, and the Journal of Oral Surgery, Oral Medicine and Oral Pathology.

loss of appetite, brought about by the satiating effect of candy eating, naturally causes a lessened food intake than is normal. Indeed, the rationale of one reducing plan is just on that basis: to eat sweets at the proper time to jade the appetite for more food.

Aside from this effect on the nutritive status of an individual, candy has other and, from some points of view, more devastating effects. In the first place, some candy remains in the mouth, after chewing and swallowing. The part that remains there, between the teeth and in the cheek folds, makes an admirable medium for the growth of mouth bacteria.

The prevalent concept of the cause of tooth decay is that the fermentation of sugars in the mouth by mouth bacteria cause end products which are injurious to the teeth. A mouth containing remnants of candy consumption seems to be a very good predisposing factor to tooth decay.

Two facts then: (a) that candy satiates the appetite and causes an unbalance in the diet, and (b) that the remnants in the mouth predispose to bacterial activity which can injure the teeth, should not be overlooked casually by the candy industry. The antagonists to candy in every-day life can make strong cases out of them. Indeed, the anti-sugar campaign of the health professions is even now being felt by sugar-using industries.

Let us examine possible remedies for these conditions. What causes the jaded appetite when candy is consumed? Careful studies on this matter have been conducted and will be reported in detail elsewhere. Suffice it here to state that in the normal human, the chief causes are: (a) the accumulation of sugars in a concentrated form in the gastro-intestinal tract, and (b) a high blood sugar level. In other words, the candy is not absorbed quickly enough, nor is it utilized adequately enough. We have been able to show time and again, that if the sugar is absorbed from the tract within a reasonable time, there is little effect upon the appetite of the individual by virtue of his having eaten candy.

Consider some factors that are operative when candy is placed into the absorptive tract and is acted upon by the intestinal juices prior to utilization by the body. For any food, the stomach is the first stopping place along the absorptive canal. Since candy is primarily carbohydrate, however, it is acted upon chiefly in the small intestine and not in the stomach. This is so because the stomach ordinarily has to do with protein and not carbohydrate digestion. It is unfortunately true, however, that sugar acts upon the stomach and slows its activity, both as far as digestion as well as emptying is concerned.

Our research has shown that the effect is one of sugar concentration, rather than mere sugar presence. In other words, if the sugar is given in a dilute state, the stomach passes it on to the small intestine much more rapidly than if the same amount of sugar is given in a concentrated form. There is, for instance a much longer emptying time for, say, caramels, than there is for nougat or marshmallow.

Once out of the stomach, the sugary intestinal contents begin to be digested and absorbed. Since the majority of sugars in candy is either glucose or sucrose, the digesting process is relatively simple. The glucose is ready to begin the absorption process as it is and sucrose is quickly converted into glucose and fructose, both so-called monosaccharides. These are then absorbable.

The actual process of absorption, however, is not simple. Biochemists and physiologists have long known that the absorption of sugars from the small intestine involves chemical transformations. These transformations, in common with most other such chemical changes in the living body are under the influence of biochemical activators called enzymes. These enzymes are very finicky things and want the stage to be set in exactly the right way.

For instance, the enzyme "phosphatase" is indispensible when the very simple glucose molecule is absorbed. This enzyme converts glucose into a phosphate-containing compound, which, in turn, is then absorbed. It does this conversion, however, only in the presence of adequate amounts of available phosphate and the vitamin Riboflavin. Should either of these two supplementary components be absent or be present in inadequate amounts, then the sugar molecule is not absorbed by this system at the normal rate.

An obviously practical application of this knowledge is to make certain that both phosphate and Riboflavin are present whenever sugars are to be absorbed. Under such conditions, sugars, being absorbed quickly, do not effect the appetite as was mentioned above.

There is a further complication, however. This is the inescapable fact that phosphate absorption takes place only in the presence of adequate and proper amounts of calcium and Vitamin D. For proper balance, then, we need all of these factors in order to have proper absorption of sugars from the intestinal tract.

A second factor which affects the appetite is the blood sugar level. In other words, we feel hungry when the blood sugar level goes down and feel satiated when the blood sugar level is high.

The most essential factors for proper sugar utilization by the body are the members of the Vitamin B complex. Chief among these are Riboflavin, Niacin and Thiamin. The role of Thiamin seems to be well-defined. In the absence of a proper amount of this vitamin, one of the semi-waste products, pyruvic acid, accumulates in the blood stream and is excreted through the urine. This partially utilized sugar residue indicates a waste of sugar and an incomplete metabolic reaction. The simple addition of Thiamin to an animal with such a condition quickly alleviates the condition and makes the pyruvic acid further metabolically useful.

A second objection to candy by the critics is not so easy to overcome. Since there are always bacteria present in the mouth, we cannot hope to have the candy pass through the mouth while eating it, without some of it being attacked by the bacteria to form the harmful acidic product. Certainly those remnants which remain after the bulk has been swallowed cannot escape the bacterial action. Recognizing this, the next most logical step would be to attempt to render the bacterial waste products, such as the acids, harmless while they are in the mouth. This could be done simply by adding a neutralizing agent to the candy. When all things are considered, such as taste, cost, compatibility with the formulations now in vogue, it seems logical to use an agent such as calcium phosphate to serve in this capacity. Indeed, since the human teeth have a composition not unlike

COCONUT NEWS & PREVIEWS

By Charles B. de Maya
Mgr. Franklin Baker Laboratories

and Max E. Ruehrmund
Mgr. Franklin Baker Industrial Service Laboratory

COCONUT SUPPLY CABLE

Shipments of coconut from the Republic of the Philippines during September, 1951 total 8,943,000 pounds. This compares with the 15,880,000 pounds shipped in September, 1950. Although far below last year, it is the largest quantity shipped during any month of 1951. Costs of whole coconuts have continued to work upward for the past few weeks.

CREAMED COCONUT—A NEW FLAVOR DEVELOPMENT

Are you using Franklin Baker's new Creamed Coconut as a flavoring ingredient in your candy? It's an amazing new form of coconut that gives your candy pieces a completely distributed coconut flavor, and keeps them fresh, moist and tender longer. Candies made with Creamed Coconut are gaining considerable favor among the consumers. Some popular specialties are listed below. Write for formulas.

COCONUT PINEAPPLE FUDGE

A distinctive confection that's a blend of crushed pineapple, Creamed Coconut, and Gem Thread Coconut.

CAST COCONUT CARAMEL

An inexpensive, chocolate-coated caramel with a smooth, subtle coconut flavor that is achieved with sweetened condensed milk and Creamed Coconut.

COCONUT PRALINE

A Southern specialty that is made of brown sugar and coconut, beaten and cast, plus Creamed Coconut to help give it flavor and keep it fresh.

ORANGE COCONUT CREAMS

A delicious, easy-to-make piece that consists of Baker's Gem and Creamed Coconut and whole fresh oranges.

COCONUT BUTTERSCOTCH KISSES

Made with fresh butter and Creamed Coconut in a variety of flavors—Lemon Coconut, Orange Coconut, and many others.

MOLASSES COCONUT STRIPS

Full-flavored New Orleans Molasses blended with Creamed Coconut and a combination of Macaroon and Medium Coconut.

COCONUT HARD-CANDY CENTERS

Creamed Coconut blended with powdered sugar and used as a plastic center in hard candies. Makes a delicious piece in combination with a hard-candy jacket flavored with vanilla, pineapple or almond.

See next page

WHEN COCONUT CELLS TURN INSIDE OUT

The Story of CREAMED COCONUT—Something NEW in Natural Coconut Flavoring

For better *quality* in any of your candy, use the perfect *natural* lubricant . . . that's Baker's Creamed Coconut. You'll find, too, that cost is no problem—Franklin Baker's Creamed Coconut is available at *prices that are competitive* to other fats used for the same purposes.

Unlocking the Flavor Cells

Creamed Coconut is coconut that has been made by a special grinding process which instantly releases the true natural coconut flavor locked within the cell structure. [There is approximately 68% natural coconut fat in Creamed Coconut . . . and 32% coconut meat solids which have been ground into minute particles.]

During this process, the coconut cells are virtually turned inside out, reducing the cell wall to such a fine state that the coconut meat particles are suspended in the fine natural oil that is released. The resulting product is a liquid which is then creamed by chilling.

Creamed Coconut . . . Flavor-Carrier Extraordinary

Since the natural coconut oil acts as a flavor carrier and distributor for the coconut meat particles, Creamed Coconut is an ideal flavoring ingredient for candy. When warmed, it becomes a fluid again that mixes readily with the candy base so that the coconut flavor becomes evenly dispersed in the candy piece.

Better Shelf-Life

In addition, Creamed Coconut has remarkable *keeping qualities*. Under normal storage conditions, Creamed Coconut will last for years. The finely ground fiber-content of Creamed Coconut gives it moisture-retention properties that improve the candy's shelf-life. This fiber gives it a texture and body that cannot be achieved with ordinary lubricants.

What's more, the natural coconut fat in Creamed Coconut is highly resistant to rancidity—an important factor in candy acceptability.

Solution to a Big Flavor Problem

The flavor of natural coconut is extremely subtle and delicate. That's why, when candy manufacturers use coconut shreds alone, they find it difficult to achieve top flavor-distribution and intensity in their candy pieces.

Franklin Baker solved this problem with the introduction of Creamed Coconut, a completely *new form of coconut* that is finding more and more applications, every day, in the candy industry.

Here are a few of the applications in your standard pieces where the flavor and lubricating properties of Creamed Coconut offer wide possibilities. Formulas for these and for many other coconut candy pieces are available through Franklin Baker Laboratories.

COCONUT CANDY BARS—made of a blend of ingredients in which the coconut flavor is completely dispersed and distributed.

COCONUT BON BONS—popular pieces with very high consumer-demand. In this category, Creamed Coconut can be used in the *coating* and in the *center*.

COCONUT PEANUT BRITTLES—(also called PECO-FLAKES)—Creamed Coconut adds a nice flavor-twist to the candy; gives the candy long shelf-life, improves gloss.

COCONUT CARAMELS—Creamed Coconut maintains tender texture longer, gives the piece more body, keeps it chewy longer. Also in this group: COCONUT BUTTERSCOTCH KISSES, COCONUT TAFFY.

COCONUT FUDGE—Creamed Coconut in this candy helps it stay soft longer, retain moisture. Ideal for CHOCOLATE, MAPLE, and COFFEE COCONUT FUDGE.

COCONUT CREAMS—In CHERRY COCONUT and MAPLE COCONUT CREAMS. Creamed Coconut helps produce and maintain extra-smooth texture and a higher Coconut flavor level.

COCONUT JELLY PIECES—In COCONUT-RASPBERRY JELLIES, ORANGE COCONUT TROPICAL JELLIES. Creamed Coconut imparts an otherwise unobtainable Coconut flavor, fresh and natural. Write us for special formulas.

If you are interested in formulas for these pieces or pieces similar to these—and in the formulas shown on the first page of this bulletin—please drop us a line. If you wish, we will be glad to help you develop a formula for your purposes, incorporating Creamed Coconut. Call or write Franklin Baker, Hoboken, N. J.

HEADQUARTERS FOR COCONUT, FRANKLIN BAKER DIVISION, GENERAL FOODS CORP., HOBOKEN, N. J.

A type of coconut for every confectionery need. Complete line includes the following famous brands:

Gem Philippine Coconut *(10 varieties)* **Golden Toasted Coconut** *(7 varieties)*

Tender-Fresh Coconut *(4 varieties)* **Baker's Creamed Coconut**

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calcium phosphate salts, anything which might attack the teeth would certainly also attack the calcium phosphate that has been added. Because the calcium phosphate can be finely dispersed throughout the candy product, and hence is in intimate contact with the acidic waste products as they are formed, the counteraction should be adequate to protect the teeth against these harmful acid products of fermentation in the mouth.

Practical Applications

These problems of bettering the nutritional aspects of candy products had been the subject of much research and development of the Shotwell Manufacturing Co., Chicago, Illinois. This company entered into a program of nutritional fortification based upon the ideas presented in the above section. The results to be discussed below were obtained on products made by Shotwell as regular production runs.

For sake of brevity, only the results on the standard nougat-center bar (the Shotwell Hi-Mac Bar) will be presented. The fortified bar was the standard 1½ oz. Hi-Mac formulation, but with the following ingredients added: (*)

Calcium	100 mg.
Phosphate	100 mg.
Riboflavin	200 micrograms
Niacin	500 micrograms
Thiamin	100 micrograms
Vitamin D	80 U.S.P. Units.

These two types of bars, the fortified bar and the non-fortified bar were used in the studies on humans and animals, for their effects on:

(a) absorption of sugar,
(b) utilization of sugar,
(c) production of energy,
(d) acid production in the mouth.

Absorption of Glucose from Candy Bars

In order to study the rates of absorption of sugars from the intestine, tests with animals were designed which allowed a direct comparison. For these studies we used the intestinal loop technique in dogs. Anesthetized dogs were prepared and two-foot loop made from the upper ends of the small intestines, being certain that all of the blood supply was left intact. The ends of the loops were brought to the surface of the abdominal incision.

Table I
Absorption of Sugars from Fortified and Non Fortified Candy Bars
Sugar in % of original value.

Dog. No.	Before	After 30 min.	After 60 min.	After 90 min.
1	100	26	15	5
2	100	32	10	0
3	100	46	25	10
4	100	96	67	52
5	100	87	72	60
6	100	86	68	48

DOGS NO. 1, 2 and 3 were run with the Fortified Bar, while DOGS NO. 4, 5, and 6 were run with the non fortified bars.

A candy bar of each type was homogenized in a Waring Blendor with 200 cc. distilled water. Sugar analysis was made on the homogenate and the remainder placed into the intestinal loop. At thirty minute intervals contents of the loops were analyzed for sugar. The difference at the various intervals were taken as the rate of absorption. The results of these studies are shown in Table I.

(*) A dry, stable pre-mix especially suitable for use in candy products is available from the C. W. Erwin & Son, Co., Chicago, Illinois.

Utilization of Absorbed Sugar from Fortified and Non-Fortified Candy Bars

Human subjects were used for this series of experiments. It was assumed that the return to normal of the blood sugar levels after eating the candy bars would be an indication of the utilization of the sugar by the body, since it had already been established that absorption does take place in the presence of Riboflavin.

Ten young adult males were used for this study. A blood sugar analysis was made on each one, after 14 hours of fasting. Five of the subjects were given two regular Hi-Mac bars and the second five were given two fortified Hi-Mac bars. These candy bars were eaten and this was followed by the ingestion of 500 cc. of cool tap water.

Blood sugar determinations were made at hourly intervals, for four hours. The results of these experiments are shown in Table II.

Table II
A Comparison of Glucose Clearance After Eating and Absorbing Sugar from Fortified and Non-Fortified Candy Bars

	Subject No.	Blood Sugar in mg. % Before	1hr	2hrs	3hrs	4hrs
Fortified Candy Bar	1	104	125	115	105	105
	2	110	125	115	105	110
	3	105	130	120	110	110
	4	95	115	100	90	93
	5	113	127	115	100	100
Non Fortified Candy Bar	6	115	115	120	125	120
	7	105	110	105	105	110
	8	108	110	105	100	105
	9	110	105	110	115	115
	10	98	100	96	95	100

It can be seen from these tables that the rate of absorption of glucose from the fortified bar is considerably faster than from the non-fortified bar. In the human experiments this more rapid absorption is illustrated. More so, however, the rise in blood sugar level is a transient one. This must indicate that while the sugar is absorbed, it is further utilized rather quickly. This utilization, as has been pointed out before is under the influence of thiamin and niacin.

The completeness of the utilization in the presence of thiamin is further substantiated by the fact that in the subjects eating the non-fortified candy bars, pyruvic acid could be demonstrated in the urine after one hour. In the subjects who had the fortified bars, no such incomplete metabolite was present.

Production of Energy from the Candy Bars

Energy production in humans can be measured in many different ways. We chose to determine the amount of work that an individual does before tiring to a given point. There are standard methods of doing this. Since the various muscular systems in the human fatigue and

recover at vastly different rates, we chose to use the muscles of the fingers because they fatigue quickly and also recover quickly. For example, tapping an untrained finger against a standard load as rapidly as possible will cause nearly complete fatigue in one minute. Recovery is substantially complete in a five minute rest period. By doing this standard exercise for one minute and measuring the amount of work done during this time, we get a reliable estimate of the energy available at any given time to that system. By resting the fingers for a full ten minutes and again fatiguing them, we can determine the amount of potential energy available to the system over the experimental period.

In this experiment we used the same ten subjects listed above. They went through the standard exercise before eating the candy bars and again at ten minute intervals for a period of one hour. In Table III we record the relative amount of work done by the individual during the test periods.

Table III

The Amount of Energy Available from Fortified and Non Fortified Candy Bars

Subject	Work in Percent of Original					
	Before	10 min.	20 min.	30 min.	40 min.	50 min.	60 min.
1	100	110	135	157	150	150	145
2	100	120	155	185	180	180	180
3	100	100	135	140	135	120	105
4	100	125	120	110	115	120	120
5	100	135	125	140	140	135	130
6	100	110	100	96	90	75	60
7	100	120	95	80	65	70	80
8	100	105	100	85	80	85	75
9	100	120	110	90	100	95	75
10	100	100	95	75	70	75	60

From these data it can again be seen that the fortification of the candy bar produced a measurable effect. This can be expected, in the light of the previous experiments, since it is well known that the amount of available sugar in the system is a determining factor in muscle work. Another study on similar subjects, but with a flicker-fusion meter—a device which essentially measures the activity of the central nervous system under given conditions—bears out the results indicated above. That is, the fortified candy bar does give energy for muscular and nervous activity which is above that obtainable from the non-fortified bar.

Acid Production from Candy Remnants of Fortified and Non Fortified Bars in Humans

While this type of experiment does not necessarily indicate that candy left in the mouth and between the teeth predisposes to tooth decay, sufficient evidence is available to suggest at least a relationship between the acid potential of a food in the mouth and susceptibility to tooth decay.

In this study, ten subjects were given a candy bar to chew and eat. Just before starting to eat the bar, the pH of the space between the cuspid and bicuspid tooth on the lower right side jaw of the individual was measured by means of a micro antimony electrode. This method gives reliable values of the acidity or alkalinity in the environment being investigated. The actual measurements are made on a Coleman Electrometer, against a calomel half cell as reference.

After eating the bar, measurements were made at six and twelve minutes after swallowing the last mouthful. As a control for the method, the same individuals were given a solution of 10% glucose to rinse the mouth. Again the pH changes were followed at 6 and 12 minutes. Table IV shows the results obtained in this part of the study.

Table IV.

Acidity Produced Between Teeth By Fortified and Non Fortified Candy Bars

Acidity In pH Units (Average Of The Ten Individuals)

Source of Sugar	Before	Immediately After	After 6 min.	After 12 min.
Fortified Candy Bar	6.88	6.80	6.78	6.80
Non Fortified Candy Bar	6.83	6.25	5.46	5.97
10% Glucose Solution	6.72	6.15	5.96	6.01

Editor's Comment . . .

Prior to the publication of Dr. Rapp's article, the editors of The MANUFACTURING CONFECTIONER sent a number of page proofs of the article to various other authorities in the fields of dental welfare and nutrition asking for their comments upon Dr. Rapp's experiments. A fairly wide range of answers were received, ranging from enthusiasm to "no comment."

One answer reads: "I have read with interest the article. . . . It will be in the public interest, I am sure, if confectionery manufacturers can find ways to improve significantly the nutritive quality of the products and particularly if the products can be shown experimentally to actually reduce the tendency they may have to accelerate dental caries."

Yet another answers: "The idea of fortifying candy with vitamins and minerals has been advanced many times, but most of the people in the industry seem to feel that candy should be considered a confection rather than a medicine, regardless of the merits of the idea.

"Dr. Rapp's approach to the problem, in regard to the utilization of sugar, is quite reasonable. It is known that vitamins and certain minerals and enzymes are necessary for the absorption of sugars from the G. I. tract, but the exact ones that take part are not clearly understood. Here, again, Dr. Rapp's ideas are quite reasonable.

"In regard to dental caries, the approach to the problem is less logical. It is possible that powdered calcium phosphate would compete favorably with the calcium phosphate of the teeth. If neutralization of the acid is the objective in this case, it would be more reasonable to use the calcium salt of a weaker acid. The results shown in Table IV are not typical of the results obtained with the use of caries-active individuals in regard to the non-fortified candies and glucose. It is quite possible that if caries-

These data indicate that there seems to be nearly adequate buffering effect towards the acids produced from the fortified candy bar remnants in the mouth and between the teeth. This buffering effect can be ascribed to the presence of the calcium phosphate in the bar. While there is a slight and transient drop in pH (hence an increase in acidity) after the ingestion of the fortified bar, the pH values attained are well above the value ordinarily considered injurious to the teeth. The non-fortified bar, on the other hand produces acidity in the dangerous zone.

Discussion

We have presented data that indicate that the fortification of ordinary candy products seems to be well worth while from the nutritional point of view. Such a fortified candy bar has the ability to produce an environment in the system which is conducive to absorption and utilization of the sugars that are needed by the body for energy production, to a much better degree than can be obtained from the non-fortified bar. Furthermore, the candy bar fortified as indicated in this article has the ability to withstand the damaging effect of acid production by remnants in the mouth. This point alone is worthwhile, in view of the great criticism leveled at candy in general. It does not mean, of course, that the child can now consume all of the candy he wants if it is fortified, but most of the criticisms against candy eating have lost their sting.

From the practical viewpoint, the natural question arises: What about the cost point of view? I believe the answer is clear, when considered in the light of the plus value that is added to the candy product. We may take a similar picture, that is the fortification of bread for an analogy. This industry has gained immeasurably by the simple expedient of adding nutritional adjucts to their products.

From the processing view point, there are, of course, a few hurdles that had to be overcome. Vitamins can be unstable under certain conditions. The incorporation of these substances into a product that is high in moisture content and is also subjected to various degrees of heat, is not simple. The devastating effect of tracee metals on the stability of Riboflavin is a case in point. Then too, the oxidative effect under certain conditions on Thiamin must be watched closely. Fat-soluble vitamins like Vitamin D can wreck an otherwise perfect whip.

It is gratifying to note, however, that studies on the product described above, as well as similar products, such as marshmallows, cream pieces, jelly pieces, fudge bars, etc. have met with complete success and shelf life studies for the nutritional adjuncts in these products have shown stability for at least a year. In short, the shelf life of the adjunct, when properly prepared, presents no problem that the shelf life of the product as a whole does not present.

I am in a positon to make these statements only, of course, about the formulation used in the studies reported above. I am aware of many other attempts to fortify candy products with vitamins which have met with dismal failure. The problem is far more complex than simply to add the vitamins and minerals to the candy mix.

This article has dealt with the fortification of candy products with the aim of producing a nutritionally more acceptable form of sugar. We have recognized that the chief value in candy lies in its good taste and its contribution to the calorie production in the body. Many of the objections to the use of candy as a daily routine can be overcome by making the product nutritionally adequate. We must not be mislead into thinking that a candy bar can substitute for a meal, however, since to this day adequate proteins and fats have not been built into candy. The best we can do at the moment is to make sure that the sugars present in the usual candy products are made useful to the consumer while doing him the least harm, so that he can get value from the candy he eats. This can be done easily, practically and economically in the manner outlined here.

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active individuals were used, other results would have been obtained. It is also possible that more favorable results would have been obtained.

"Another thought in regard to the fortification of candy is that if a nutritionist's main objection to candy is that it supplies too much of the caloric intake, why should one increase the utilization of sugar and thereby permit an even greater caloric output?"

One reply suggests, ". . . that in future consideration of this problem he possibly consider the inclusion of antibiotics, particularly penicillin and bacitracin to prevent microbial action in teeth."

Since the receipt of Dr. Rapp's article, two other reports of experiments along the same line have been released.

An article in the September issue of the Journal of the American Dental Association reports that Drs. Samuel Dreizen and Tom D. Spies of Northwestern University, in experiments with sugar-free chewing gum containing a nitrofuran (an antibacterial agent), found that a control group which chewed the gum after meals developed an average of only 0.8 new cavities compared with an average of 3.0 new cavities for a control group that chewed the specially prepared gum without the nitrofuran. In a third group that chewed no gum an average of 3.8 new cavities developed. The tests were conducted over a year's time.

The interest shown in these comments and experiments seem to indicate a need for much further research along the line of fortifying confectionery products. It is to the interest of the industry that such research take place, especially in the face of recent attacks on the use of candy by various organizations.

We would like to hear your comments upon Dr. Rapp's article, and your suggestions as to possible lines of research for the future. Please write The MANUFACTURING CONFECTIONER, 9 S. Clinton St., Chicago 6, Illinois.

Material Losses vs. Profits

Here's how you can keep material costs from eating into your profit.

By FRANK BUESE
A. T. Kearney & Co.

THE salubrious effect of cost control on profits has been described in a previous issue.* In most candy plants, material is of major importance in profit attainment.

The combination of ingredients and packaging supplies eats up 50 to 60 cents of the sales dollar. This may be ten times as much as the profit.

Because of the large proportion of the income which must be spent for it, a small percentage loss on material will have a greatly multiplied effect on profit. If the loss is 5%, the profit may be reduced by 50%. This ten to one ratio points to extreme care in the purchase, storage, and manipulation of material.

Product Development—The First Step

How is the manager of a candy plant to squeeze the most out of his material purchase? First, by cost-conscious attention to the development of formulas. This is a job for chemists and practical candy makers. Their first objective is a confection which the consumer will buy, eat, and (most important) repurchase. But since the price of candy is determined by competition rather than by cost, it is obvious that the formula should specify a combination of materials which will require the lowest expenditure consistent with the required quality. This combination demands high grade technical skill. A good product idea handicapped with a poor formula says to competitors "please copy—and improve".

After the formula has proven satisfactory quality-wise, the ingredient cost is reckoned from prices usually predicted by the Purchasing Department. These prices should be realistic. If they are too low, material will not be obtainable at the predicted values. If too high, the product will be too costly for the prevailing selling price.

Similar procedures and reasoning apply to packaging materials. Package design is the combined brain child of sales, advertising ("impulse item"—remember?) and someone who can devise a protective enclosure at minimum cost.

Let us assume now that the total estimated cost of a product will leave a satisfactory profit at the prevailing selling price. Furthermore, analysis of the potential market indicates a sales volume large enough to warrant the outlay for printing plates, machine changes, employee training, promotion expense, and other "start-up" essentials. It may even be an item which in sales parlance "will keep us going day and night". With these favorable auguries the product is at last approved for production.

Losses Can Begin Here

Before production can begin, material must be purchased. Money may be lost in a hurry by paying too much. The Purchasing Department now finds itself face to face with the prices it has quoted to the Cost Accountant. The buyer is expected to procure the material at or below those prices. The Director of Purchasing has in effect set up twin goals of:

1. Accuracy of prediction.
2. Procurement at the predicted price.

Purchasing performance can be measured against these objectives. The ability required to succeed indicates that the Purchasing Director should be a man high in the management levels of his company.

Price Fluctuations Afflict The Best Buyers

The shrewdest buyers encounter unpredictable market fluctuations which result in large gains or losses from predicted prices. Many managers would be willing to forego the easy profits of price gyrations if they could be spared the correspondingly severe losses. No procedure will eliminate loss, but evaluating material by either "last-in, first-out" (Lifo) or computing variations from standard prices will have the following advantages:

1. Profit distortions from price fluctuations will be minimized.
2. Inventory gains and losses can be separated from operating profits.
3. Inventory profits can be deferred to reduce taxes.

"Lifo" and standard costs involve technical accounting problems which should be carefully pre-viewed before adopting either.

The Factory's Job

When material which has been ordered by the buyer is received from the supplier, physical conservation becomes necessary. The amount and quality of incoming shipments should be carefully checked against purchase orders. Materials should be stored where they are safe from weather, pests, and extremes of moisture and temperature. The aim of the head storekeeper, who is charged with these assorted responsibilities, is to disburse without shrinkage all of the material which he receives. Comparison of receiving reports with authorizations for disbursement will measure his performance against this objective.

After the storeroom has delivered materials to the

*"Profits Through Cost Control", The Manufacturing Confectioner, August, 1951.

processing and packing departments, the latter are responsible for delivery of product in the quantity determined by the formula with small allowances for unavoidable losses. Thus, the lists of ingredients and packaging supplies establish performance goals for production supervisors. The standards used to measure performance should be practically identical with those employed to compile costs.

Profit Leaks In Misuse

Material losses in processing and packing bedevil the superintendent in numerous ways, such as:

1. Scrap
2. Moisture content below that specified by the formula—but excess moisture will cause scrap.
3. Faulty proportioning, causing excessive use of such high-priced ingredients as chocolate, nuts or fruit. Yet, substantial underuse means an inferior product.
4. Shrinkage by spillage, ingredients left in bags, residue washed out of kettles and leakage from equipment.
5. Damaged packaging materials, such as broken boxes, torn bags, or bon-bon cups dropped on the floor.
6. Excess weights of packages. An extra half ounce in a one pound box or bag means that over 3% of the ingredients are being lost. Even larger weight losses may occur on products requiring an exact number in each box. If 24 bars are each one-eighth of an ounce overweight, the excess per box is three ounces. In every five boxes, the manufacturer has given away nearly a pound of ingredients—and perhaps his profit.
7. Defective product which escapes inspectors, only to be returned by disappointed customers.

Losses Can Be Cut

Fortunately, good management can minimize all the losses which have been enumerated. The more important factors in keeping shrinkage and loss of material within acceptable limits are these:

1. Qualified supervision.
2. Close checks of actual consumption and yield. The quantity of material specified by formula becomes a measuring stick of the ability of a foreman to prevent losses. The consumption of both ingredients and packaging supplies should be expressed in physical quantities, such as pounds or number rather than in monetary terms. Superintendents and foremen should get frequent current reports which will show where material usage has gone astray. For example, in the manufacture of chocolate coated cherries, the number of pounds of candy produced per barrel of cherries is an important daily measure. Analagous figures will control consumption of other expensive ingredients. One tight control is to issue only the exact amounts of nuts, fruits, and other expensive ingredients needed for the daily schedule.
3. Adequate laboratory control, which will measure such characteristics as moisture content of the product, viscosity of chocolate, strength and attractiveness of flavors and colors, and the quality of raw materials.
4. Well-selected and well-maintained equipment to minimize scrap and shrinkage. Losses due to equipment include inaccurate forming, spillage and defacement of finished surfaces of candy. Equipment which is carefully selected and well cared for will seldom be responsible for important losses of material.
5. Measuring devices such as meters for corn syrup, cocoa butter and water; scales for solids and packages. Recording instrument such as thermometers on kettles and enrobers enable supervisors to detect temperatures or other variables that have been too high or too low during the day's run.
6. Control of quality. This term to many means only detecting scrap and guarding customer good will, but it can also help in material control. "Statistical Quality Control" has proven economical and effective in maintaining quality. In addition, this tool, which employs inspection by scientific sampling, can reduce losses by:

(a) Arousing employee interest by visual displays showing unfavorable trends.

(b) Revealing faulty operations before they result in excessive scrap.

(c) Warning when processes are drifting toward overweight or underweight packages.

(d) Maintaining correct proportions of chocolate and other ingredients.

The Product Can Be Lost In Storage

After the candy maker's pride has been tenderly laid to rest by the packer, it may still be lost in finished storage. Sources of loss here include:

1. Failure of air conditioning. Alarm signals and instruments which record temperatures and humidities on charts are devices intended to gain close attention to storage conditions.
2. Physical damage in handling. In a carelessly operated warehouse it is not uncommon to see corrugated containers broken open by industrial trucks and the candy pouring out on the floor.
3. Pilferage.
4. Overfilling of customer orders. A practical aid in reducing this loss is spot checking of shipments by an auditor to verify the care with which orders are being filled.

Prevention of physical loss is the responsibility of warehouse and shipping supervision. Comparison of receipts of product from the plant with disbursements as authorized by shipping orders together with physical inventories will enable management to measure the ability of the supervisor.

In summary, material is the most important cost factor. In its use or misuse profits may be enhanced or dissipated. Getting the most from material dollars is achieved by painstaking management from product development to shipping dock.

Successful companies in the confectionery industry are following the principles and techniques which have been outlined. They are available to all producers. Without them, material costs are likely to be too high and profits too low.

The relationship of labor and overhead to profits will be discussed in forthcoming issues.

candy making for the beginner:

by ALFRED E. LEIGHTON
Consulting Food Chemist & Candy Technologist
Riverdale, N. Y.

Lesson XII (Cont'd)

CHOCOLATE—ITS MANUFACTURE, AND USE IN CANDY MAKING

Chocolate Liquor is bitter chocolate—it contains from 50 to 55% of cocoa butter, the balance being the ground cocoa nib described as cocoa mass. Cocoa mass is all of the solid material of the bean other than the butter. Some of the constituents of the bean have been altered, changed and developed to some extent by the processing the bean has undergone. Chocolate liquor, when not sold as such, will be passed along one or the other of two paths for further processing. One path leads to the making of sweet chocolate, while the other leads to the manufacture of cocoa butter, and cocoa powder. Both of these are of economic importance in trade. Cocoa butter is necessary in the making of sweet chocolate to obtain plasticity for working—the desired characteristics of texture, cohesiveness and solidarity could not be obtained without it.

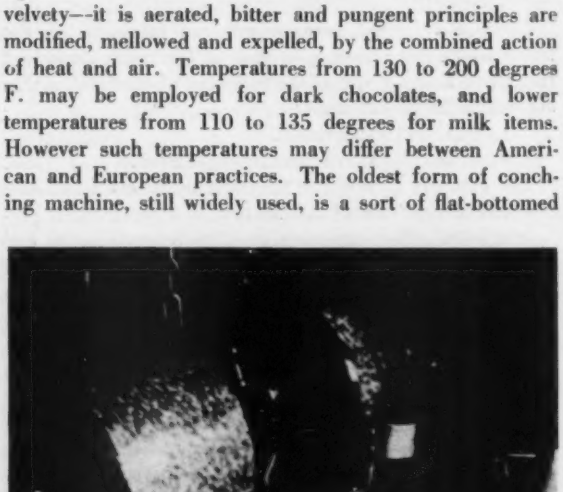
Cocoa Butter & Cocoa Powder are products of one processing. When chocolate liquor from the nib grinding process is subjected to hydraulic pressure in a Carver, Lehman or similar press, the cocoa butter is squeezed out, and leaves in the press, a compressed cake of cocoa mass. Briefly described, hydraulic presses are metal frames which support a series of containers—the containers, called pots, are in turn closely surrounded by metal screens, which are held in close contact with the sides of the containers. Pressure is applied by a ram actuated by suitable liquid mechanical devices. Presses are operated hot; the chocolate liquor which has been fed into the containers is pressed and squeezed —the molten cocoa butter flows through the screens which surround the containers and keep the cocoa mass confined within them. The extent of the pressure and the period of its application vary with the nature of the products desired by the maker. Temperatures of operation may run from 150 to 190 degrees Fahrenheit in this type of processing. The press cake which remains behind in the containers, after the pressing is completed, is broken and ground in suitable machines to become the familiar cocoa powder of commerce. It still contains cocoa butter not pressed out in the processing. Thus, if the operator intends to make a breakfast cocoa product he will leave 22% of cocoa butter as a minimum, in his press cake. Medium fat cocoa contains from 10% to under 22%, and low fat cocoa contains under 10% of cocoa butter. All this is controlled by the time the operator gives to the pressing and the pounds per square inch of pressure applied.

Sweet Chocolate Manufacture

Coatings and other end uses depend upon chocolate liquor as a base or starting point. To make sweet chocolate, chocolate liquor must be mixed with sugar, additional cocoa butter, milk powder, occasionally creamery butter fat for milk chocolate flavorings, and such substances as lecithin or mono- or di-glycerides, which are included under the heading of emulsifiers. The mixing process is done primarily by a machine called a melangeur. This consists of a cup-like circular table, suitably enclosed, capable of being heated. Over the surface of the table one on each side of the centre, a pair of revolving and rotating steel or granite rolls are caused to move. The various ingredients of the mix entering the machine are crushed and mixed by the action of the rolls which reduce the ingredients to a homogenous but relatively coarse chocolate paste or dough. This is ultimately discharged from the melangeur and may be further refined by passage through a set of metal or granite rollers or refiners, accompanied by the addition of more cocoa butter or creamery butterfat, or both, when necessary. The end is not yet, for the final process in the manufacture of sweet chocolate consists in a procedure known as "conching."

Conching is regarded as the ultra-finishing process as applied to chocolate. When cocoa beans have come from healthy trees, have been properly cared for at every stage from fermentation right up to the mixing and refining of the chocolate, when all of these have been carried out according to best practices—it still remains for the conching process to raise the product to the heights of elegance.

In the conching process the chocolate is kneaded or squeezed to absolute fineness and becomes smooth and velvety—it is aerated, bitter and pungent principles are modified, mellowed and expelled, by the combined action of heat and air. Temperatures from 130 to 200 degrees F. may be employed for dark chocolates, and lower temperatures from 110 to 135 degrees for milk items. However such temperatures may differ between American and European practices. The oldest form of conching machine, still widely used, is a sort of flat-bottomed



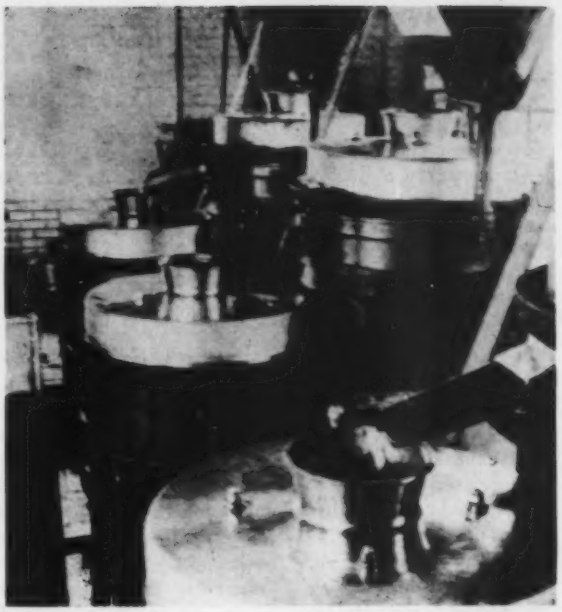
The Melangeur rolls further mix and refine the chocolate.

boat or gondola-like vessel, steam jacketed, with a granite or steel bottom. A heavy roller moves forward and backward across the bottom of the machine, squeezing the molten chocolate; pushing and slapping it against the ends of the vessel, and aerating it at the same time. The aeration is most desirable for mellowing the product, and producing the ultimate in flavor that the chocolate is capable of developing. The conching process will continue from 24 to 72 hours or even longer, depending upon the type of conch, or the quality of the finished product, or both. European practice favors the longest periods commercially practicable for this important phase of chocolate flavor development. In the United States, various machines differing in design from the gondola type of conch have been designed and are in use. It is claimed for them, that they will process the chocolate as well in periods of 12 to 24 hours, as the older style of machines will do in the much longer periods mentioned. After the conching process, the molten chocolate is adjusted in temperature and condition (tempered) and run off in moulds of various sizes for the consuming market.

Candy manufacturers usually buy their chocolate or coatings in 10 pound slabs for remelting. The same chocolate can be run into smaller moulds, either the solid or block type or the hollow fancy shapes, to make the items and sizes purchased by the retail consumer from candy stores.

Cocoa Powder as outlined in the earlier text, is a by-product of chocolate making—it is also a confectioners raw material and, as such, merits some space in this lesson. Cocoa powders are either of the so-called natural process, or the alkali processed type. The alkali or dutch, process description has been mentioned at various times in the foregoing lessons. It refers to the process first introduced about 1828 by a Hollander—C. J. van Houten. His prime object was to make cocoa powder more soluble. It is doubtful that the process ever achieves that purpose, for cocoa mass is insoluble—it may suspend more easily in beverages, and that perhaps passes as greater solubility by uncritical observers. However, there are some other effects that alkalising has upon cocoa products and the process as a whole is esteemed, and has assumed some commercial importance. The very fine flavor beans are not usually dutched, but such beans as Accra and Bahia gain something by being so treated. Changes in color—such as darkening to mahogany hue, mellowing of flavor, neutralization of acidity, and a lessened tendency to release cocoa butter globules to the surface of a beverage in which it is suspended, are all advantages of an alkalised cocoa. The process can be applied to either the nib or to the natural chocolate liquor.

Briefly described, the process consists of treating the warm nibs with a solution of proper strength of one of the permitted alkalies. The mixture of nibs and solution is heated in a covered vessel for about one hour, more or less, at a temperature of 170 degrees F. Some of the admixed moisture is allowed to dry out and the balance eliminated by a light re-roasting. After the re-roasting, the rest of the treatment is identical with that given in the making of the so-called natural products already described. When the process is applied to chocolate liquor, the same alkali treatment and re-drying of the liquor takes place. Followed by re-grinding through a suitable



Cocoa is ground in a battery of grinding machines, the particles passing from one to another until the desired fineness is achieved.

mill until the product is smooth, hydraulic pressing, and pulverisation of the cocoa press cake.

Handling of Chocolate in the Candy Plant.

Having described the manufacture of chocolate from the tree to the finished block of chocolate coating, we are now in a position to consider methods of handling and use in the candy plant.

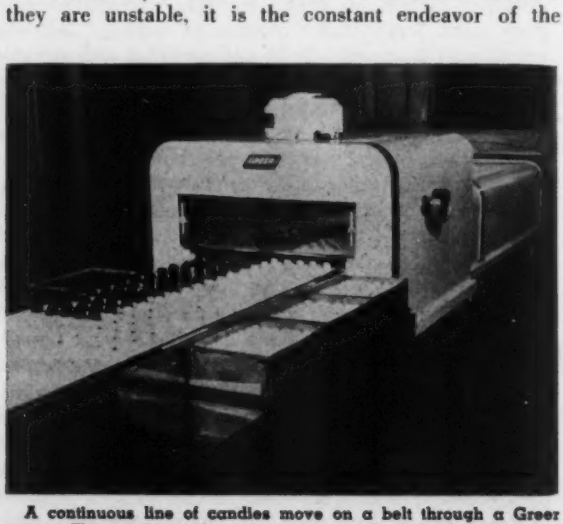
Chocolate coatings are usually sold in 10 pound blocks, and the first thing to be done is to break the blocks into small pieces in preparation for melting. In some kitchens this is a simple matter of merely breaking the blocks with the application of a hammer. In others, a suitable breaking or shaving machine will be employed. The smaller the pieces resulting from this process, the quicker and the easier the chocolate will melt. The chocolate melters are tanks of either stainless or mild steel, water jacketed for heating or cooling. Interiors are of smooth sanitary finish and provided with suitable stirring devices. Thermometers or other temperature measuring instruments for both the interior and the jacket will be part of a well made assembly for chocolate melting, hinged metal covers should also be provided. Modern melters have suitable thermostatic controls to hold the contents of the vessels at pre-determined temperature levels. Dark chocolate should not be melted at temperatures exceeding 120 degrees F., and milk chocolate at 110 degrees, for best flavor retention. A workman-like set-up for chocolate melting will be an arrangement of tanks in two's or preferably in three's. One tank will be a melter pure and simple, the second tank, to which the contents of the first are transferred, will be for temperature adjustment (and storage if need be), while the third, if available, will draw its chocolate from the second machine and act as a storage or supply tank to the coating machines.

Where two or three types of coating are used, such as dark, milk, and bitter; a streamlined arrangement

would have two or three lines of melting, temperature adjusting, and storage kettles, one for each type.

Temper refers to the condition of chocolate when temperature is right and the material is in such a physical condition that some of its cocoa butter content is in the form of crystals. Therefore the term denotes two things —temperature and crystallization. This phase of chocolate handling is extremely important. Much has been said by experts as how best to achieve the ideal condition of temper. Practices vary, and differences of opinion exist, but boiled down to essentials the following method is in satisfactory use in many kitchens and will produce desired results where intelligently followed. The chocolate is melted, at temperatures not exceeding 120 degrees for dark coatings, and slowly brought down to a few degrees below that considered best for application to the candy pieces. At this stage the chocolate will exhibit some thickening. From this low point the temperature is slowly raised to 89 to 91 degrees F., if the chocolate is required for immediate use. On the other hand, if its use is to be delayed then the temperature may be raised still another degree, or it can be kept under thermostatic temperature control and held in storage with minimum or no stirring. Temperature changes will be as follows: 120° ➡ 87° ➡ 89° to 91° for dark coatings, and two degrees lower for milk coatings, starting from a preferable high of 110 degrees.

The purpose of lowering the temperature of the chocolate coating, as explained in the foregoing, and the thickening of the mass as a result, is to bring about or cause the formation of a small amount of cocoa butter crystals, or seed as it is usually called. The noticeable thickening is due to seed formation. This seed is needed to form a nucleus (starting point) for the setting and solidification of the rest of the molten cocoa butter, and therefore of the whole chocolate. As we have seen in other lessons, where seed or crystals are present in matter, they encourage the growth of others like themselves in pattern, and, with time and the proper conditions, all the crystallizable matter in such a material will assume the crystal form. This is precisely what happens to chocolate, but in-so-much as it can happen in several ways, some of which are unwanted because they are unstable, it is the constant endeavor of the chocolatier to control the process in the manner he desires.



A continuous line of candies move on a belt through a Greer coater. The machine above is coating both dark chocolate and "white" chocolate simultaneously.

By following the methods of handling such as melting, cooling and temperature raising, as outlined in the text, the operator will bring about those conditions that are most conducive to the desired results. A point or two of temperature variation of the chocolate in the storage tank can slow up and mar procedures. In-so-much as higher temperatures cause the melting and disappearance of the seed, lower temperatures, with prolonged stirring, cause increase in the growth of the seed, and can make the chocolate unmanageable when overdone. In machine coating, it is often desirable to feed untempered chocolate to the coating section and have the tempering finished in the machine; the same may hold true for that part of the process concerned with coating the bottoms of the candy pieces. Temperature manipulation can be made to serve both end uses at the will of the operator. There are other methods of tempering chocolate known to experienced operators and used by them, but there would be no useful purpose served by describing them in this lesson.

Enrobing consists of two parts. Part one is concerned with the application of a covering of chocolate to the bottoms of candy pieces. It takes place in a part of the machine known as the pre-bottomer. The pre-bottomer is an assembly consisting of a tank for holding chocolate and a drum which revolves and dips into the chocolate supply in the tank. As the drum revolves it picks up a film of chocolate. Moving over the drum, and at an adjustable spacing therefrom, is a wire belt which carries the candy pieces for bottoming. The whole is contained in a suitable sanitary metal housing. As the belt moves, the piece on it come in contact with the film of chocolate on the drum. There they pick up a suitable coating of chocolate before the wire belt moves them away on their passage to another continuing belt. This second belt, which is of canvas construction, passes over a cold or refrigerated slab, which serves to set the chocolate bottom by a chilling effect. The chocolate in the pre-bottomer is in the tempered condition and has as a rule been fed to the machine as such.

Part two or the enrobing proper, coats all the rest of the candy surfaces. The pre-bottomed pieces to be enrobed continue moving on a succession of belts until in the enrobing machine, where they pass under and through a falling curtain of tempered chocolate. Excess coating drains back to the supply tank through the strands of the wire belt, which can be warmed to prevent accumulations of chocolate. As the coated pieces emerge from the machine they enter a space where the decorations, or so-called strings, are applied. These are either put on by hand operators or by suitable mechanical devices. The completely covered pieces continue on their way and enter a cooling tunnel. The tunnel may be 60 feet long more or less. Cooling effects are achieved in zones: thus, the first zone where the pieces enter from the enrober will be at the highest temperature around 60 to 68 degrees F. As the pieces move forward the temperature becomes lower, until at the discharge end of the tunnel the prevailing temperature will be about 50 degrees F. or lower. The tunnels are provided with blowers for achieving the temperature effects desired. A current of air from a blower at the entrance of the tunnel serves to blow off excessive coating, and vibrating

belts assist. By the time the candy pieces have reached the end of the tunnel, the coating should be set firm enough to leave the glazed conveying belt without sticking, and be capable of withstanding the handling of packers. The coatings should have an attractive glossy appearance, and exhibit well-defined, crisp-looking decorations or strings, where such have been applied. At this point the candy is placed in storage tins by the packers, and the tins enter storage rooms maintained at temperatures of 65 degrees, there to finish their setting changes and become stabilized over a period of a week or so, before being packed for the consumer.

The enrober or coater. A description of the mechanical features of this machine are in order at this time for an understanding of how it works. It is an assembly consisting of a chocolate supply tank which can be temperature controlled. The tank may have agitators for keeping the chocolate in motion and seed distributed. The supply tank may also be divided into two chambers with a small opening for feeding untempered chocolate from one chamber into an adjoining chamber where the chocolate is tempered. The set-up may vary with the different manufacturers of such equipment. Depending on the design of the supply tank, tempered or untempered chocolate will be fed into it. If untempered chocolate is fed, seeding material in the form of chocolate shavings will be added to it, in correct proportion to bring about the tempered condition. From the supply tank, a pump elevates the chocolate through a jacketed tube. The tube is provided with close fitting, slowly revolving scrapers to keep the surface free from adhering and accumulating chocolate skin. Such a skin, if permitted to grow, would prevent the proper transfer of heat or cold from the jacket to the tube contents. Good transfer of heat is important, because in many instances the tube, or riser as it is sometimes called, is that part of the enrober where the final tempering is effected, providing it has not been done in the supply tank. From the riser, the fully tempered chocolate enters a pan or trough, mounted and adjustable for height, over the conveying belt which carries the candy pieces. The trough overflows and in doing so, forms the chocolate curtain through which the candy pieces pass in the coating process. The whole machine is suitably housed in removable sanitary covers and sides. Thermostats and thermometers are mounted in proper places to afford the operator a check on jacket and chocolate temperatures. The whole machine is designed to afford maximum flexibility in the hands of the chocolatier, so that he can adjust his chocolate condition to that which he wishes it to be.

Starting off with acceptable qualities of coating and of proper viscosity for handling in machine operations, satisfactory results will not follow unless careful attention is paid to all phases of the handling process. These are breaking, melting, holding, and tempering. If the temperatures are outside the ranges mentioned, or if the percentage of seed in the chocolate be incorrect difficulties due to viscosity will be evident, the finish of the coating will be marred because of lack of gloss, and the shelf life will be shortened by premature appearance of bloom. The skill of the operator, his knowledge of his equipment, and his ability to make his machines behave, have a tremendous bearing upon the excellence of the final result—all other things being equal. Bloom, from whatever cause, is the most feared for development in

The central unit between the two Greer chocolate kettles. Is the homogenizer which breaks the fat particles into very small particles.

chocolate coating work. It is usually indicative of failure somewhere along the line, either human or mechanical.

Chocolate Bloom is of two kinds: so called "fat bloom", caused by the migration of some of the cocoa butter portions to the surface of the coating; and "sugar bloom", caused by the crystallisation of some of the coating's sugar content on the surface of the confection.

Fat Bloom: If nature had made cocoa butter a pure single identity of fat, instead of a mixture of fats, the handling of chocolate would be a relatively simple matter. Instead of such an ideal condition, cocoa butter consists of parts that do not melt at the same temperatures. There are high, low and intermediate melting points possessed by these various parts or fractions of cocoa butter. Hence, there are times and circumstances when the high melting point bodies are solid, and the lower melting point fractions are liquid, and because of their liquidity —free to travel within the chocolate mass. In-so-much as they are the light parts of chocolate, they naturally float up to the surface. They remain there and solidify on cooling, presenting the well-known greyish covering we call "fat bloom." To prevent this the chocolatier tries to stabilize the behaviour of his chocolate by proper seeding. The various cocoa butter fractions tend to behave in an average manner being encouraged to do so by the presence and identity of the seed which forms a crystal pattern for the molten cocoa butter to follow. To accomplish this effectively the operator must control every temperature effect, including the rate of cooling during the passage of the confections through the cooling tunnel.

"Never frighten chocolate," is a term or saying sometimes heard from old-time experienced chocolate operators, who mean by the expression, that chocolate should not be exposed to drastic and sudden changes in temperature. All temperature changes should be brought about gradually. Apart from this there is another factor that has an unsurpasesd influence on the causation of chocolate bloom—that is latent heat.

Latent means hidden, and latent heat is therefore hidden heat. The term refers to the heat which is released as the cocoa butter changes form, and passes from the

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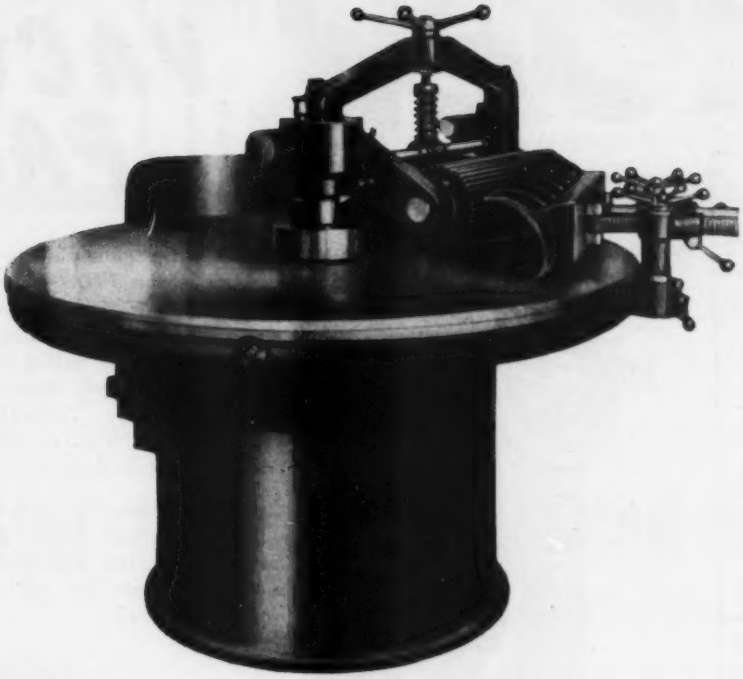
liquid into the solid state or crystal form. This latent heat is considerable, and of sufficient magnitude to keep the lower melting point fractions of the cocoa butter in a condition which permits them to move. Unless latent heat is gradually and safely withdrawn, within the confines of properly designed cooling tunnels, with appropriate mechanical devices and applied techniques, some of it will remain in the chocolate. That latent heat which remains will eventually plague the chocolatier by spoiling his coated pieces. In the course of a very short time poorly handled chocolate will exhibit a greyish unsightly coating of fat crystals. Such crystals are in essence, cocoa butter portions of lower melting point, that have moved up to the surface (because there was sufficient heat contained in the chocolate to keep them liquid and to permit free movement) and there solidified or crystallised. Had all the latent heat been dissipated and taken up in the cooling tunnel, that cause for fat bloom would not have existed.

Whenever chocolate is exposed to warmth, enough to soften the coating, followed by cooling, there will be a development of fat bloom. This is secondary cause of fat bloom other than latent heat; this cause operates as a rule after the confection has left the candy factory or kitchen, and is in the hands of anyone in the route between manufacturer and consumer. In this instance the matter is one of incorrect storage temperatures. (*To be continued: Next installment will deal with sugar bloom —lecithin in chocolate—hand dipping, etc.*)



BATCH KNEADING MACHINE

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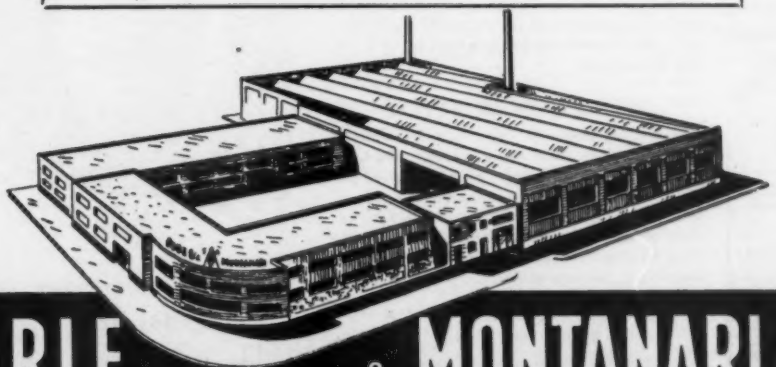

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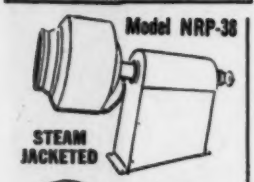
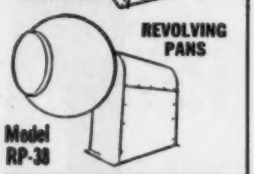
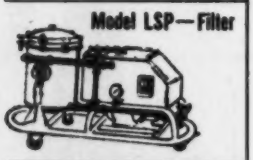
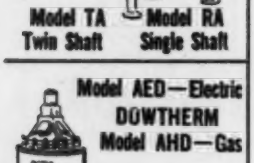
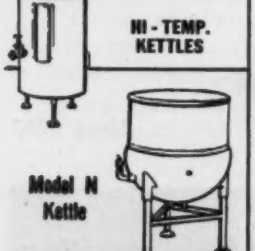






AGITATOR KETTLES





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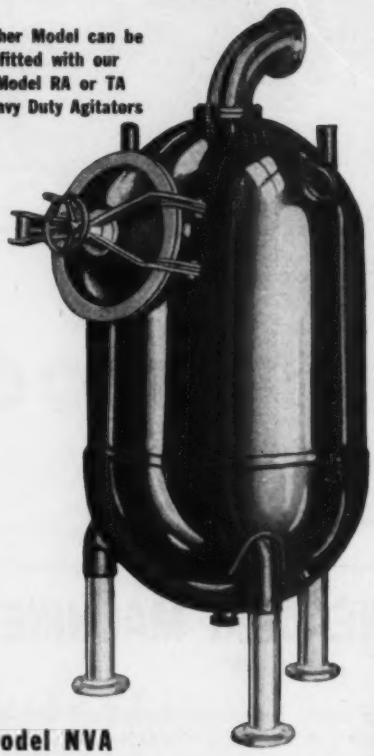

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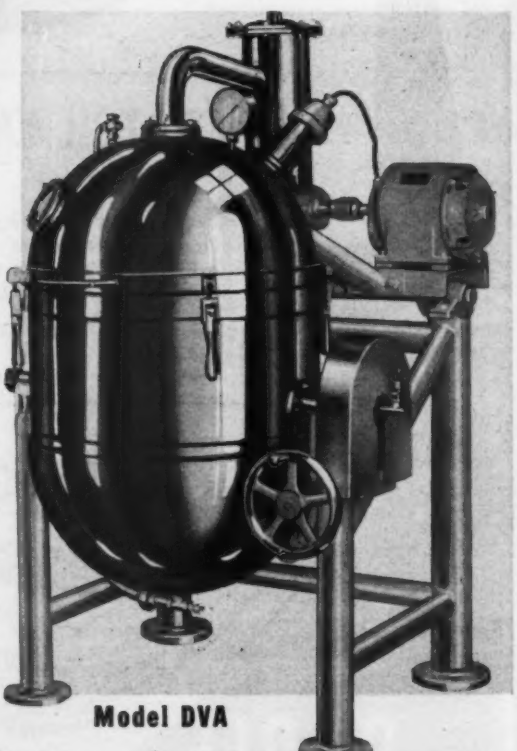

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Cordial Cherries; Panned Goods

Code 11A51
Milk Chocolate Panned Wafers
2 ozs.—10c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Good.
Size: Good. 18 pieces in a boat on end. Cellulose wrapper printed in red and white.
Wafers:
Panning: Good.
Finish: Good.
Thickness of Jacket: Good.
Center:
Colors: Too deep.
Texture: Good.
Taste: Good.
Remarks: The best wafers of this kind we have examined this year. Suggest colors be toned down as they are too deep.

Code 11B51
Licorice Mixture
3 ozs.—15c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Good.
Size: Good.
Container: Folding box, cellulose window partly on top and side.
Candies—Panned Pieces:
Colors: Good.
Panning: Good.
Flavor: Good.
Nonpareil Coated Pieces:
Colors: Good:
Centers:
Color: Good.
Texture: Good.
Flavor: Good.
Remarks: A neat and attractive package for this type of confection. Good eating and well made.

Code 11C51
Chocolate Coated Cherries in Cream
1 lb.—69c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Good.
Box: Two layer type, full telescope, printed in red and white. Imprint of cherries in color. Cellulose wrapper.
Appearance of box on opening: Good. 24 pieces.
Coating: Dark.
Color: Good.
Gloss: Good.
Strings: Fair.
Centers:
Cherries: Good.
Cream: Good.
Taste: Fair.
Remarks: A well made cherry and cream. Suggest good cherry flavor be used to improve the taste.

Code 11D51
Milk Chocolate Cherries in Cordial Cream
1 lb.—69c

(Purchased in a drug store, Chicago, Ill.)

Appearance of package: Good.
Box: Two layer type, full telescope, white printed in black, red and blue. Imprint of cherry cluster on top and sides in colors. Cellulose wrapper.
Appearance of box on opening: A number of pieces were broken. 24 pieces.
Coating—Milk:
Color: Good.
Gloss: None.
Taste: Fair.
Strings: Fair.
Centers:
Cherries: Good.
Cordial: Good.
Taste: Good.
Remarks: One of the best cherries of this type at this price we have examined this year.

Code 11E51
Milk Chocolate Coated Cordial Cherries
½ lb.—77c

(Purchased in a candy shop, Chicago, Ill.)

Appearance of package: Good.
Box: One layer type, white glazed paper top embossed in gold. Brown plaid paper wrapper.
Appearance of box on opening: A number of pieces were broken.
Coating: Milk.
Color: Good.
Gloss: None.

Strings: Fair.
Taste: Good.
Centers:
Cherries: Good.
Cordial: Good.
Flavor: Fair.
Remarks: Suggest a divider be used to prevent breaking of pieces. Suggest a good cherry flavor be used in the cordial to improve taste.

Code 11F51
Chocolate Coated Cordial Cherries
1 lb.—$1.50

(Purchased in a candy store, Phila., Pa.)

Appearance of package: Good.
Box: Plain white one layer full telescope type. White paper wrapper tied with red ribbon. Metalic paper seal, black printed in gold.
Appearance of box on opening: Bad
Coatings: Light & Dark.
Colors: Good.
Gloss: Fair.
Strings: Good.
Taste: Good.
Centers:
Cherries: Good.
Cordial: Good.
Flavor: See remarks.
Remarks: A number of pieces were broken; the cordial was all over the inside and outside of the box. A well made cordial cherry but lacked flavor. Suggest a good cherry flavor be used in the cordial. If these cherries are to be shipped by mail or express, we suggest a crate partition be used and box be padded top and bottom to prevent cherries from breaking.

Code 11G51
Panned Creams
1 lb.—39c

(Purchased in a chain department store, Wilmington, Del.)

Sold in Bulk.
Candies:
Colors: Good.
Panning: Good.
Finish: Poor.
Jacket: Good.
Center:
Color: Good.
Texture: Good.
Flavors: Fair.
Remarks: Suggest finish and flavors be checked.

Code 11H51
Panned Solid Chocolate Drops
1 lb.—59c

(Purchased in a chain department store, Wilmington, Del.)

Sold in Bulk.
Candies:
Colors: Good.
Finish: Good.
Texture: Good.
Jacket: Good.
Panning: Good.

SPEAS
APPLE PRODUCTS
the Standard of Quality for sixty years

NUTRL-JEL
for preserves, jams, jellies, marmalades

CONFECTO-JEL
for jellied candies

CONFECTO-JEL—a buffered apple pectin mixture for jellied candies—ready for use.

CONCENTRATED APPLE JUICE

Plants in Apple Regions From the Atlantic to the Pacific
SPEAS COMPANY, General Offices, Kansas City 1, Missouri

A Profit-Paying Investment...

THE SAVAGE CONTINUOUS CANDY CUTTER

(Brach Patent)

Floor Space, 26" x 25' Shipping Weight 1,250 lbs.

THE FIRST COST IS THE LAST COST

No additional chains to make different shapes--changes from one style to another instantly.

Without any adjustment or change the Savage Continuous Candy Cutter will cut any Pillow shaped goods, Chips, Straws or Waffles—either hard or soft centers—and cuts any width or thickness from the thinnest straws to ¾ inch, and from ⅜ to 1½ inches in length.

1. BABY KISSES—any small piece ⅜-inch long and up to ¾-inch wide—are cut on this series of knives.
2. PILLOWS, CHIPS, STRAWS—¾-inch long and ⅛ to 1½ inches wide—are cut by this set of knives.
3. STRAWS, CHIPS, PILLOWS—1½ inches long and ⅛ to 1¾ inches wide—are cut on this series of knives.
4. WAFFLES—¾-inch long and up to ¾-inch in width—are cut and stamped with this series of knives.
5. THE GUIDE—illustrated separately to the left, has two peculiarly shaped knurls which may be so turned and separated as to regulate the batch to any width from ⅛ to 1¾ inches as desired. Adjustments are made by simple thumb screws. An experienced operator can feed the machine without using the guide.

THE GUIDE — the only part of the entire machine that is changed.

High Speed--No Delays-- *Increased Output*

Perfect Cutting--No Waste-- *Reduces Cost*

(Also sold without conveyor

Since 1855

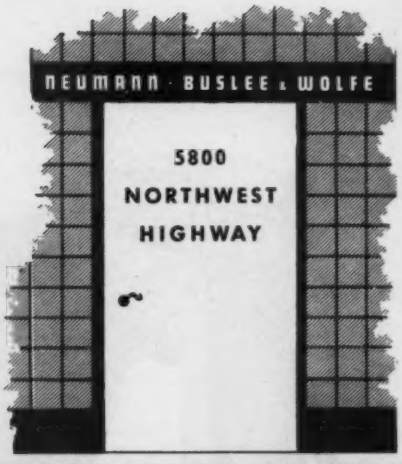
SAVAGE BROS. CO.

M. A. Savage, President • Richard J. Savage, Jr., Vice President

2638 GLADYS AVE. CHICAGO 12, ILL.

Remember Our New Address . . .

For THOSE GOOD TRUTASTE FLAVORS



NEUMANN · BUSLEE & WOLFE, INC.

Telephone: RODney 3-1130

5800 NORTHWEST HWY. CHICAGO 31, ILLINOIS

CODE DATING
CANDY BARS

Automatic—Any Speed
5 to 10 Built-in Digits
Permits quality control and
proper stock identification

KIWI CODERS CORP.
3804-06 N. Clark St., Chicago 13, Ill.

Center:
Color: Good.
Taste: Good.
Remarks: The best panned solid chocolate drops we have examined this year. Well made and good eating.

Code 11J51
Light Coated Chocolate Cherries
1 lb.—$1.25

(Purchased in a candy shop, Wilmington, Del.)

Appearance of Package: Good.
Box: Two layer folding type, white board. Outside white paper wrapper tied with pink grass ribbon.
Appearance of box on opening: Good.
Number of pieces: 19.
Coating: Light.
Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good.
Center:
Cherries: Good.
Cordial: Good.
Flavor: Poor.
Remarks: A well made cordial cherry but lacked flavor. Suggest a good cherry flavor be used in the cordial.

Code 11K51
Chocolate Coated Cordial Cherries
1 lb.—$1.50

(Purchased in a Retail Shop, Wilmington, Del.)

Ferbo CAKE FLAVOR

A Ferbo Specialty Flavoring that imparts a Rich and Delicious taste characteristic of a mixture of Butter and Cream and Caramel and Vanilla. Used extensively by both the Bakery and Confectionery trades. Sample upon request.

PRODUCERS AND PACKERS OF FOOD SPECIALTIES
Ferbo Co.
GREEN VILLAGE N. J.
MANUFACTURERS OF FINE FLAVORINGS

S

cherry
a good
cordial.

herries

Wil-

CTIONER

DECEMBER
1951

Candy MERCHANDISING

NOW THE NEW

1952 Candy Buyers' Directory

19th ANNUAL EDITION

BER
HAR

THE YEAR'S MOST IMPORTANT PROMOTIONA OP

The Candy Buye

★ **An EXCLUSIVE annual service for the professional candy buyers. This directory is the *only* published list of all wholesale candy manufacturers.**

★ **A NEW feature—an alphabetical list of candy manufacturers, cross indexed to the product classifications, giving the buyer an immediate picture of the lines manufactured by each firm.**

★ **A POWERFUL way to reach the over 8,000 volume candy buyers through the *only* reference type medium available to them.**

★ **A UNIQUE opportunity, available nowhere else, of placing your selling story before each buyer, *when he is buying*.**

WHAT THE DIRECTORY IS

The Candy Buyers' Directory is the only published reference guide to all wholesale candy manufacturers that is available to the professional candy buyer. This reference data is divided into 3 main classifications—

1. The first section will be a new addition to our directory and, we believe, a welcome one. This is a complete alphabetical list of all wholesale candy manufacturers, their addresses, the names of their salesmanagers, and a cross index to product lines carried. This handy "Directory within a Directory" will prove to be of immense help to buyers in getting in contact with manufacturers of all types of products.
2. The second section is a complete product classification of all candy manufacturers, broken down into more than 65 general types of candy. Under each product heading will be listed all the wholesale candy manufacturers who sell that type of candy.
3. The third section is the brand name directory of all our advertisers, listing all brand names under which their candy is marketed. This is a tremendous help to buyers, who often remember a brand name, but not the company name of the manufacturer.

WHERE THE DIRECTORY GOES

The Candy Buyers' Directory is *the* reference guide for more than 8,000 professional candy buyers, who buy for confectionery wholesalers . . . grocery wholesalers . . . drug wholesalers . . . grocery chains . . . drug chains . . . variety chains . . . department stores . . . vending machine operators . . . theatre concessions*

These firms

channel candy into over 1,843,000 retail outlets

maintain 2,700 refrigerated warehouses

operate over 25,000 trucks

and do business in all 48 states.

*** The distribution of The Candy Buyers' Directory is verified By the Controlled Circulation Audit, Inc.**

ONA OPPORTUNITY FOR CANDY MANUFACTURERS

Buyers' Directory

Continued Advertiser Acceptance Reflects The Promotional Value Of The Candy Buyers' Directory!

Candy Companies Advertising In The 1950 And/Or 1951 Candy Buyers' Directory

Albert & Sons, Inc. R. L.
Amend Co., Fred W.
Arden Candies
Arnould Co., D.
Atlantic Candy Co.
Baker Chocolate & Cocoa, Walter
Brach & Sons, E. J.
Bradas & Gheens, Inc.
Butter Cream Confectionery Co.
Cadbury-Fry America, Inc.
Chase Candy Co.
Chunky Chocolate Corp.
Commercial Candy Mfg. Co.
Community Industries
Concord Confectionery Corp.
Curtiss Candy Co.
Deluxe Candy Co.
DeMet's, Inc.
Elmcrest Candies, Inc.
Ferrara Candy Co.
Flavour Candy Co.
Goelitz Confectionery Co.
Gregg International, Inc.
Griggs Cooper & Co.
Heide, Inc., Henry
Heller Candy Co.
Hildreth Co., H. L.
Holbrooke Candies, Inc.
Huyler's
Johnson Candy Co.
Kimbell Candy Co.
Kopper's Chocolate Specialty Co.
Leaf Brands, Inc.
Lion Specialty Co.
Maillard Corp., Inc.
Margarella, P.
Marlon Confections Corp.
McDonald Choc. Co., Mrs. J. G.
McGarry Nut Products, Ltd.
Melster Candies, Inc.
Melville Confections, Inc.
National Licorice Co.
New England Confectionery Co.
Nutrine Candy Co.
Peanut Specialty Co.
Pearson Candy Co.
Pecheur Lozenge Co., Inc.
Phoebe Phelps Caramel Co.
Ridley's Quality Products
Riggi Candy Co.
Ryan Candy Co., Ltd.
Schuler Chocolates, Inc.
Schutter Candy Div.
Scudder Syrup Co.
Segal & Co., Louis
Shotwell Mfg. Co.
Spangler Candy Co.
Stark Co., Howard B.
Steven Candy Kitchens, Inc.
Superior Food Products Co.
Sweetooth Candy Co.
Switzer's Licorice Co.
Tell Chocolate Novelties Corp.
Thinshell Candies, Inc.
Trudeau Candies, Inc.
Wallace & Co.
Wayne Candies, Inc.
Webster's Candies, Inc.
Williamson, Inc., Homer J.
Windsor Toffee Co.

In The Candy Buyers' Directory the Advertiser *gets all the breaks!*

1. Placing of his advertisement next to the listing of his product.

2. Listing of all his Brand Names in the Brand Name Directory section.

3. His firm name in bold face type under all his product classifications.

4. Complete "year' long" reference value to over 8,000 Professional Candy Buyers in their own handy buying guide book.

5. Coverage of all these Candy Buyers at only 1.7c per buyer for a full page, the lowest possible cost with the longest "life" on the buyers desk.

Only YOU Can Tell The Buyer

Buyers are only prospects of yours to the extent to which they know your company and its products. Of vital interest to the buyer is the size, reputation, and selling policies of your firm. The buyer must be informed of the items in your line, the unique character of your products, of the sales success of your goods in other markets.

In no case do we claim the Candy Buyers' Directory takes the place of a salesman, or a personal call. However, it can, and does, do a job that the salesman cannot. It is *always* available to the buyer just when he is looking for your particular type of product.

We list companies under type of product, such as "coconut goods," "Fancy chocolates," "Bars," "hard candy," etc., but only through descriptive display advertising can you give the buyer the detailed information on your company and its products that you want him to have.*

We further guarantee the readership of your advertising by placing it in, or facing, the section under which the product that you are featuring is listed.

*Tell him about your specialties, about your distinctive packaging, what merchandising material is available.

ADVERTISING RATES FOR THE CANDY BUYERS' DIRECTORY

1 page	$150.00
⅔ page	110.00
½ page	90.00
⅓ page	80.00
¼ page	60.00
⅛ page	35.00
2 pages	200.00

COLORS:

Standard Red	$50.00
Other colors	75.00

INSERTS:
Rates on request

BLEED:
For page or fraction 20.00

ISSUANCE AND CLOSING DATES:

copy to be set	Dec. 1st
complete plates	Dec. 5th
last forms close	Dec. 10th

Mechanical Requirements

1 page	7" x 10"
⅔ page	4½" x 10"
½ page	7" x 4⅞" 4½" x 7"
⅓ page	7" x 3¼" 2⅛" x 10"
¼ page	7" x 2⅜" 2⅛" x 6⅞"
⅛ page	2⅛" x 3⅜"

CONTRACT FOR ADVERTISING IN THE CANDY BUYERS' DIRECTORY

The Candy Buyers' Directory
9 South Clinton St.
Chicago 6, Ill.

Date ..... , 1951

You are hereby authorized to reserve space amounting to ..... pages in the 1952 Candy Buyers Directory. Space is to be used in units of ..... pages. We agree to pay $..... for the above ordered advertising.

Firm Name .....

Accepted for
The Candy Buyers' Directory
by .....

By ..... Title .....

Address .....

Terms: 2% 10 days, Net 30 days

Appearance of package: Good.
Box: One layer type, brown paper top, name in red. Outside wrapper of white paper tied with blue grass ribbon. Gold seal printed in black.
Appearance of box on opening: Bad.
Number of pieces:
Light Coated: 15.
Dark Coated: 18.
Coatings: Dark and light.
Colors: Good.
Gloss: See remarks.
Strings: Good.
Taste: Good.
Centers:
Cherries: Good.
Cordial: Good.
Taste: Fair.
Remarks: If these cherries are to be shipped by Parcel Post or express, we suggest a crate divider be used and top of box be padded. A number of pieces were broken and the cordial was all over the box, spoiling the gloss of the coatings and the appearance of the box on opening. Slightly high priced for cordial cherries.

Code 11L51
Chocolate Coated Cocktail Cherries
1 lb.—$1.39

(Purchased in a department store, Phila., Pa.)

Appearance of package: Fair.
Box: One layer type, white paper top printed with pink lines. Name in gold and red. White paper name seal. Outside paper wrapper tied with yellow grass ribbon.
Appearance of box on opening: Good. 24 cherries. Cherries had stems on them.
Coating: Dark.
Color: Good.
Gloss: Fair.
Strings: Good—on four pieces.
Taste: Good.
Center:
Cherries: Good.
Cordial: Good.
Flavor: Poor.
Remarks: Suggest good cherry flavor be used in the cordial to improve the flavor. Suggest the white paper seal be put on the side of the box as it ruins the appearance of the top of the box. Very cheap looking seal for this price candy.

Code 11M51
Assorted Jordan Almonds
12 ozs.—$1.35

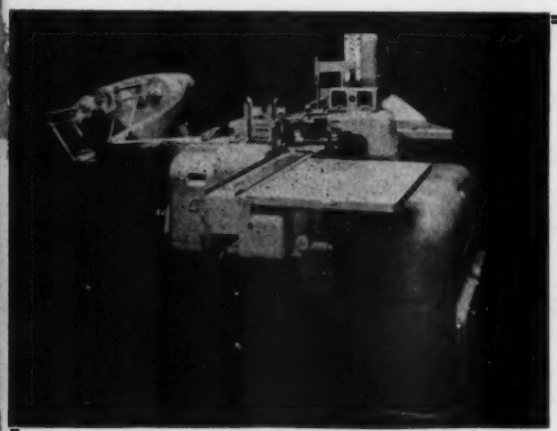
(Purchased in a department store, Phila., Pa.)

Appearance of package: Good.
Container: Acetate round box tied with an orange and gold ribbon. Printed tag attached. Outside white paper wrapper tied with yellow grass ribbon.
Almonds:
Colors: Good.
Panning: Very good.
Finish: Good.
Jacket: Good.
Almonds: Good.
Flavors: Good.
Remarks: The best jordan almonds we have examined this year.

Top Quality Shelled
BRAZIL NUTS
Wm. A. CAMP CO., Inc.
100 HUDSON ST., NEW YORK 13, N. Y.

STANcase
STAINLESS STEEL
EQUIPMENT
MODEL No. 18
Inside Dimensions
Length – 43¾"
Width – 22¾"
Depth – 16"

Sanitary
STAINLESS STEEL TRUCKS
FOR FONDANT CREAM &c.
Write for descriptive literature of this, and other models available for immediate delivery.
Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N. Y.


Size Range—Millimeters
Maximum (a) ..... 140 x 58 x 10
Maximum (b) ..... 140 x 50 x 18
Minimum ..... 90 x 30 x 5

SAPAL BN
HIGH SPEED PRECISION WRAPPER
for
CHOCOLATE BARS and TABLETS
★ Enclosed mechanism with automatic lubrication
★ Wide choice of styles of wrapping
★ Every modern device available
★ Quick changeover between articles of varying size
★ Reliable smooth and silent operation
★ Made in Switzerland by Precision Engineers
Send for full particulars of this and many other Sapal machines from the sole distributors for North America:—
BRAMIGK & CO. LTD.
Suppliers of Specialised Chocolate Cocoa and Confectionery Processing Equipment
MIKRO HOUSE CREECHURCH LANE LONDON E.C. 3

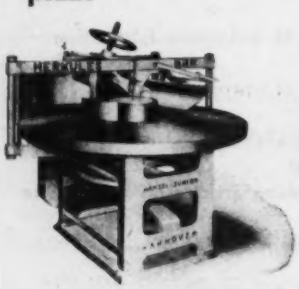
AMBROSIA CHOCOLATE COMPANY • MILWAUKEE 3, WISCONSIN

If you are anxious to

—reduce labour and overhead costs

—cut materials wastage

—increase output from your present plant



Then install a

HERCULES

BATCH KNEADER

for the

tough jobs

An exceptionally robust sugar kneader of proven design

For detailed information apply to

HAENSEL-JUNIOR

Specialized Machinery Works,

Postfach 516, HANNOVER, Germany

Agency inquiries invited

Correction

It has been brought to the Editor's attention that the formula for a high melting point chocolate bar, printed on page 52 of the October issue of The MANUFACTURING CONFECTIONER, was transposed in the process of composition. The formula, as given by Mr. H. B. Cosler of the Quartermaster Food and Container Institute, should read:

Component	Percent by Weight
Sugar	49.50
Chocolate Liquor adjusted to 54% fat	17.00
Whole Milk Solids	16.00
Added Fat (113° F + or −2°)[1] (With not over .6 percent Lecithin)	16.50
Sorbitan Monostearate	.50
Polyoxyethelene sorbitan monostearate	.50
Thiamin hydrochloride (Vitamin B_1)	
Salt and Vanillin	.12 milligrams per ounce of finished product according to good commercial practice

[1] *Wiley Melting Point*

Allegations that your editor was attempting to force a run on the chocolate market by printing the first formula, are hereby denied.

Conventions -- Meetings

November 12-15—National Automatic Merchandising Assn., Public Auditorium, Cleveland, Ohio.

December 8—Confectionery Salesmen's Club of Baltimore, annual banquet, Lord Baltimore Hotel.

December 27-29—American Marketing Association, winter conference, Hotel Kenmore, Boston, Mass.

January 13-16—National Association of Variety Stores merchandise trade show, Baker Hotel, Dallas, Texas.

January 14-17, 1952—Plant Maintenance Show, annual exposition, Convention Hall, Philadelphia, Penna.

February 3-7—National Association of Variety Stores merchandise trade show, LaSalle Hotel, Chicago, Illinois.

February 17-20—National Association of Variety Stores merchandise trade show, Municipal Auditorium, Atlanta, Georgia.

April 24-25—Sixth Annual Pennsylvania Manufacturing Confeitioners' Association Production Conference, Lehigh University, Lehigh, Penna.

May 18-20, 1952—National Candy Wholesalers Association, annual convention and confectionery exposition, Palmer House, Chicago, Ill.

June 2-5—National Confectioners' Association, 69th annual convention, Stevens Hotel, Chicago, Illinois.

July 5-19, 1952—The Food Fair, London, England.

Union Corn Syrup Unmixed

UNION CORN SYRUP UNMIXED is dependable and adaptable to your formulae. Sales service and technical assistance are available without obligation.

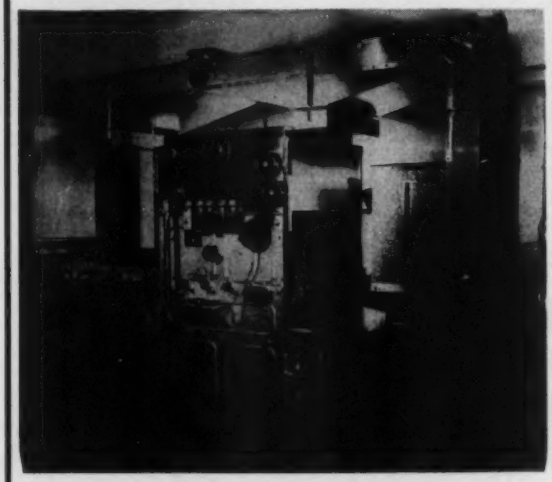
UNION SALES CORPORATION

Distributor for

UNION STARCH & REFINING COMPANY

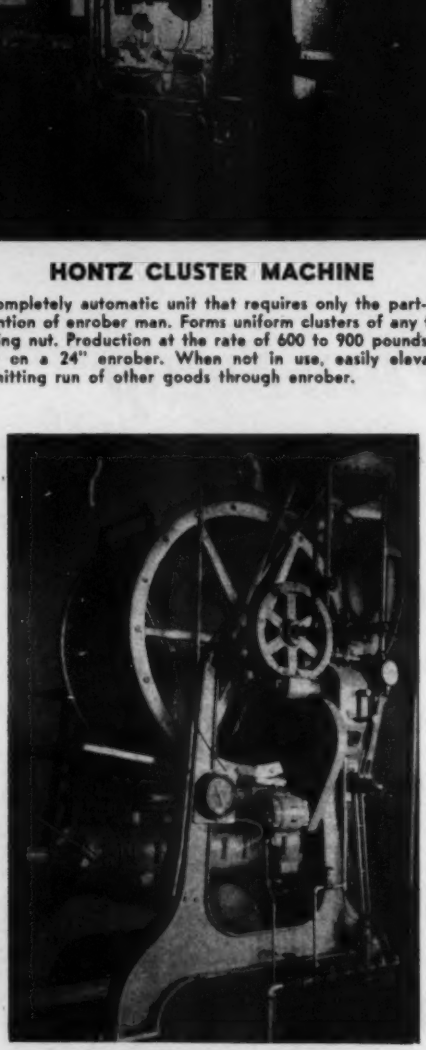
Columbus, Indiana

Serving the Confectionery Industry since 1903



HONTZ CLUSTER MACHINE

A completely automatic unit that requires only the part-time attention of enrober man. Forms uniform clusters of any free-flowing nut. Production at the rate of 600 to 900 pounds per hour on a 24" enrober. When not in use, easily elevated, permitting run of other goods through enrober.



HOHBERGER CONTINUOUS CREAM MACHINE

Fondant at its best—continuously.
Production up to 2000 pounds per hour with only part-time attention of one operator.
Straight sugar fondant as easily obtained as those with any amount of corn syrup.

REPRESENTATIVE:

John Sheffman, Inc.

152 West 42nd Street New York 18, N. Y.

Confectioners' Briefs

• **C. A. Briggs Co.,** makers of HB regular and wild Cherry Cough Drops, will shortly move from their present location at Kendall Square, Cambridge, Mass. into their new plant located at 19 Brook Street, Brighton, Mass.

The new plant, will be devoted exclusively to the manufacture of HB Cough Drops. Of brick construction, the new two-story building is so placed as to lend itself to maximum use of daylight, with many windows lighting the extensive working area totalling 30,000 square feet of floor space.

Large truck loading platforms, an adjacent railroad siding, and ample parking facilities are among the important advantages gained by C. A. Briggs Co. by this change of location.

• **The William Wrigley, Jr. Co.** is planning the immediate reconstruction of the Northwestern Chemical Co. plant in West Chicago, which was de-

Nestlé's Snowcap®
New Light Milk Coating

DISTINCTIVE MILK FLAVOR!
(Not Chocolate)
Ingredients: Milk • Cocoa Butter Sugar • Flavoring
Use the same as Milk Chocolate Coatings—Write for Samples
Nestlé's Chocolate Company, Inc.
60 Hudson St., New York 13, N. Y.

stroyed by explosion and fire following a lightning storm September 26.

Northwestern Chemical is the flavor refining and processing subsidiary of the Wrigley Company. Damage to the original building and loss of equipment and raw materials was estimated at $500,000 following the fire.

Despite the loss, Wrigley officials emphasised that it would have no effect on the production of the company's products.

The destroyed building was practically new, having been erected in March, 1950. It employs 25 persons, only two of whom were in the building at the time of the explosion. Neither were seriously injured.

● **Confectionery manufacturers' sales** in August were considerably lower than in August of last year in terms of both poundage and dollar value, the Census Bureau reported. Package goods houses reported no change in poundage sales compared to an increase of 7 per cent in dollar value. However substantial decreases were reported by all other type houses, ranging as low as 22 per cent in poundage and 20 per cent in dollar value reported by bulk goods houses.

● **The W. L. M. Bensdorp Company,** Boston, Mass., announces that its President, Mr. W. L. Bensdorp has been promoted to a new post with the parent company, Bensdorp N. V. of Bussum, The Netherlands. Having spent the past 5 years directing operations of the American company, Mr. Bensdorp will now be General Manager in Charge of World Wide Sales for the Bensdorp N. V., which, in addition to its Bussum plant, operates plants in Cleves, Germany; Vienna, Austria; Genoa, Italy; and Capetown, Union of South Africa.

P. Kenneth Fuller, new General Manager and Vice President in charge of sales of the W. L. M. Bensdorp Co.

While Mr. Bensdorp retains the presidency of the American organization, Mr. P. Kenneth Fuller has been named General Manager and Vice-President in Charge of Sales for the U. S. and Canada, with headquarters in the Boston Office. Starting as New England Sales Manager, Mr. Fuller has been with the company 4 years, and has been General Sales Manager.

● **The "Bubble-gum King",** Andrew J. Paris of McAllen, Texas, has come up with a new delight: candy and bubble-gum on the same stick. "It's a lollipop on the outside with gum in the center," Paris explained.

For superior CANDY QUALITY...
OK BRAND
CONFECTIONER'S
CORN SYRUP
EXCEPTIONALLY PURE! CRYSTAL CLEAR! ABSOLUTELY UNIFORM!
AT YOUR SERVICE! Consult Hubinger's technical laboratories for help with your candy-making problems. No obligation, of course.
OK BRAND THIN BOILING STARCHES · OK BRAND MOULDING STARCH
THE HUBINGER CO., KEOKUK, IOWA
EST. 1881

5 ROLL REFINER H. M. S.

INSTALLATIONS

In Successful Operation in Chocolate Plants in the United States and throughout the world.

PERFORMANCE

A Smoother Chocolate. Refines to the Greatest Fineness Ever Obtained. Utmost Uniformity and Production.

Exclusive Representation in the United States and Canada and Manufacturers of the Widely Used Brantley Mill.

TRY IT NOW!

B·B GOLDEN MILK CHOCOLATE

...an economical coating of exceptionally fine flavor.

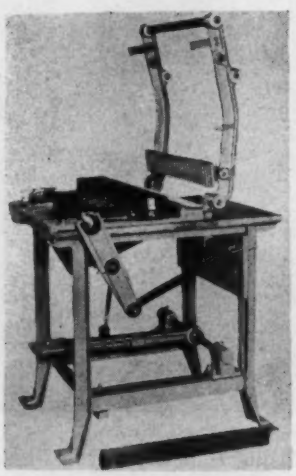
BLUMENTHAL BROTHERS Since 1900

COATINGS · LIQUORS · COCOAS

Margaret & James Sts., Phila. 37, Pa.

LITTLE WONDER SUCKER MACHINE

For Manufacturing Retailer or Small Operator
Automatically Inserts Sticks in Suckers



One Retail Manufacturer says,

"In place of having 8 or 10 girls sticking the lollipops, we now have one man operating the machine doing identically the same job more effectively. We have not found it necessary to change our formula in any way. We feel this machine will pay for itself in a very short time and it has proven satisfactory in every way.

Manually operated—makes 24 suckers in each single operation—inexperienced operator can make approx. 100 suckers per minute—Standard dies—Oval in section—Weight can be varied—Automatic feeding—magazine holds approx. 2000 sticks.

JOHN WERNER & SONS, INC.

713-729 Lake Ave. Rochester 13, N.Y.

• **Parade,** the Sunday newspaper suplement, recently printed an article on Cactus Candy making. The illustrated feature relates how in El Paso, Texas, George Carameros makes candy by cutting up the inner pulp of the native barrel cactus plant, cooks it with sweets and sells about 75,000 pounds of the confection per year.

The pictures show how the cactus is uprooted from the desert, trimmed of its spiny outer shell, cooked in large batches and finally enjoyed, by two of Carameros' younger customers.

• **Waldon Neunreiter,** secretary & controller of the Mavrakos Candy Co., St. Louis, Missouri, has been elected to membership in the Controllers Institute.

Established in 1931, the Institute is a non-profit organization of controllers and finance officers from all lines of business.

• **A $1-an-hour wage minimum** for workers in the confectionery industry in New York State was requested recently by John Schreier, western New York regional director of the American Federation of Labor, at a hearing of the State Minimum Wage Board. The board is considering increasing the industry's minimum from 57½ cents to 75 cents an hour for full-time workers.

• **Look magazine** devotes two pages in its October 23rd issue to a look at the candy field. Under the title, "America's Billion dollar Sweet-tooth," the article takes up a defense of candy eating by noting that "when candy was added to menus adequate in protective foods, it provided a satisfactory source of additional calories to meet children's energy needs, and these children gained in weight and well-being." It adds, "With modern stress on important proteins, vitamins and minerals, the need for enough just-energy food to top these off is sometimes overlooked. The food enjoyment candy gives is also emphasized by feeding specialists, who suggest that candy at the end of a meal, as part of dessert or as an extra, makes meals happier, supplements the basic foods. . . ."

The article appears in a four color spread, one

Next Month--

THE MEASUREMENT OF CHOCOLATE VISCOSITY—a specially prepared technical study, by Donald G. Mitchell

LABOR, MANAGEMENT AND PROFIT—the third in a series of articles on the factors affecting profit in modern plants, by Frank Buese

REDESIGNING FOR COMFORT—a Manufacturing-Retailer story of how a New York chain is creating warmth and friendliness in its outlets, by Clara Baldwin

. . . watch for these and many other exclusive articles in the DECEMBER issue of The MANUFACTURING CONFECTIONER

page containing the text and a display of candy, the other page is filled with the picture of a little girl looking wistfully at a large display jar of assorted confections.

• **Fred Herschler, Jr.,** whose family long has been identified with the candy industry in the Northwest, is now representing the Chase Candy Co. in eastern Minnesota and western Wisconsin, with headquarters at Minneapolis.

• **Fanny Farmer Candies** have changed to a new wrapper and package design for the first time in 32 years. Since the founding of the company, the box has featured a picture of Fanny Farmer in black, white and gold. The new package disposes of the picture, but remains close enough to the traditional wrapping not to jar old customers. The trade mark name on the design is in Chocolate brown with a wide band of broken golden lines. Replacing the white wrapping paper is a dressy printed paper with the Fanny Farmer name in a modern white and gold.

• **Figures recently released** by the Department of Labor show a total of 90,900 employees in the confectionery industry in May, this year. Of this number, 74,000 were counted as production workers. The figures indicate a considerable decrease from March.

Women made up 52,000 of the total employees, or 53 per cent.

GET IN THE SCRAP

Send for this new booklet —it tells how you can help out in the emergency facing the nation.

Many thousands of manufacturing plants now face serious shortages of steel and products made of steel.

Unless the steel mills and foundries get more *scrap* iron and steel, it will be impossible to meet current demands for both military and civilian production.

You have the needed scrap—in the form of "idle" iron and steel: obsolete machinery, no-longer-usable jigs and fixtures, chain, gears, pulleys, pipe, etc.

Set up a Scrap Salvage Program in your plant* and help keep the steel coming! Non-ferrous scrap is needed, too!

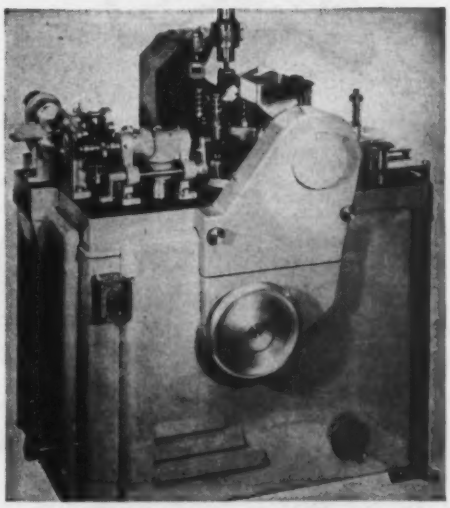
*For copy of "how-to-do-it" booklet, address Advertising Council, 25 W. 45 St., New York 19, N. Y.

The Manufacturing Confectioner

LATINI REVOLVING PAN

Heavy gauge spun copper bowl mounted on sanitary stand. Extra-duty drive and motor enclosed in stand with convenient off and on switch. Self-aligning ball bearings on shaft insure long life with perfectly balanced bowl. Shape and tilt of bowl permit 10%-15% larger loads per charge, a factor that pays dividends for life of pan.

PERFECT POP PRODUCTION



LATINI DIE POP MACHINE

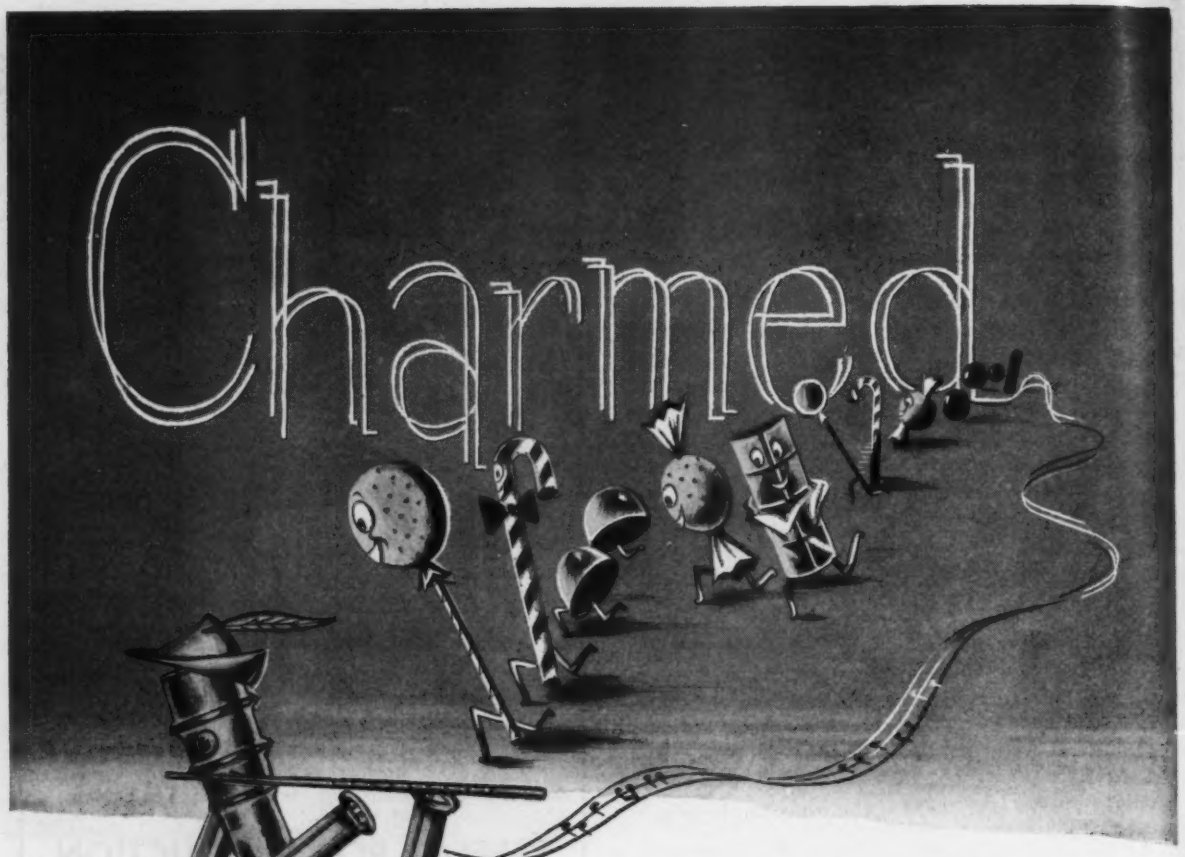
- 200 or more finless pops per minute.
- Wood or paper sticks.
- Split-second weight control.
- Interchangeable dies.

CHOCOLATE SPRAYING CO., INC.

REPRESENTATIVE:—

JOHN SHEFFMAN, INC.

152 W. 42nd St. New York 18, N.Y.



Yes, there's magic in D&O Flavors... the magic of good taste and sparkling freshness. That's why candies with D&O Flavors live charmed lives...always climbing up, up, up to new and higher sales records. Candy manufacturers (who don't already know) would do well to write immediately for samples of the **DOLCO 5200 Line,** the greatest innovation in the art of flavoring in over a decade. Test—TRY—Taste and convince yourself that D&O Flavors have the magic that charms customers to your candies—and keeps them charmed.

D&O
ESTABLISHED 1798

DODGE & OLCOTT, INC.

180 Varick Street • New York 14, N. Y.

ATLANTA • BOSTON • CHICAGO • CINCINNATI • DALLAS • LOS ANGELES • PHILADELPHIA • ST. LOUIS • SAN FRANCISCO

ESSENTIAL OILS • AROMATIC CHEMICALS • PERFUME BASES • VANILLA • FLAVOR BASES

Distribution • Sales • Advertising

• **The Hollywood Candy Co.** expanded its sponsorship of ABC-TV's "Hollywood Junior Circus" from alternate Saturdays to each Saturday, starting with the October 27th telecast.

The J. Gerstein Candy and Tobacco Co. is now operating as part of the **Simon Candy and Tobacco Co.,** 2623 Olive St., St. Louis, Missouri.

• **Drake America Corporation,** distributors in the United States for Rowntree Candy of Britain, has contracted for 13 weeks of Tuesday and Thursday participations in the "Margaret Arlen Program" over WCBS-TV, the Columbia Broadcasting Systems' key television outlet in New York City.

• **The Ziegler Candy Company** has announced the beginning of a new advertising campaign to promote Ziegler's GIANT BAR in the Minnesota market.

Starting September 27, Ziegler is sponsoring the "Pooch Parade," a weekly segment of 'Jimmy's Junior Jamboree,' on KSTP-TV, Minneapolis. Ziegler's success with its Milwaukee television program The EXPLORERS CLUB, which celebrated its third TV birthday on September 25, with the distinction of being the oldest live studio-produced show to run continuously.

• **A new five cent Christmas candy stocking** will be introduced by Leaf Brands, Inc., Chicago, this year.

The new cello candy stocking is especially designed as a novel Christmas tree decoration and has a hole punched at the top of the bag so it can be hung from the Christmas tree as a holiday ornamentation. In designing the size of the bag consideration was given to the hanging weight on an average sized Christmas tree branch and thus the need for a 5c stocking was established.

In planning this item Leaf's "Kindergarten Mix" was selected for its brilliant colors. A double cellophane bag is used to insure the freshness of the candy.

The stockings are packed 24 to a folding display box, 16 boxes to a case. A special case of 120 stockings is available for the vending trade.

• **Phillips Sweets Company** is bringing out a new line of Christmas candy packages featuring "Rudolph the Red-Nosed Reindeer." One of the new packages feature figures of Rudolph, Santa's eight other reindeer and Santa, himself, seated in his sleigh, moulded from chocolate and fondant centered. Another is a jumble mix of jelly drops, panned balls and creamed sticks; while the third is a larger sized figure of Rudolph moulded in chocolate.

Rudolph has formerly been featured in a song, a book and a movie, and has attained a popularity almost as great as that of Santa Claus.

• **The new 2c Chunky Cutie** just marketed by the Chunky Chocolate Corp. of New York is packed in a special display container as a changemaker. This attractive package is specially tailored, both in design and its small size, to fit on the retail counter and pick up the extra pennies change which too often go back into the customers pocket.

Each piece is wrapped in the familiar Chunky foil and contains the same ingredients which have made the nickel Chunky so popular.

Two filled displays are packed in a sleeve, and there are 18 sleeves per carton.

• **Sierra Candy Company** has just signed contracts on the Mutual Network of 46 Pacific Coast radio stations from the Mexican to the Canadian borders. Spot announcements will be used in addition to participating on the Jack Kirkwood Show with additional promotion on TV in the Los Angeles, San Francisco and Seattle markets.

• **Bunte Brothers** have completed plans to televise 207,618,300 sales impressions for Diana "Stuft" Confections in twenty-five major marketing areas.

The series of TV sales impressions are scheduled to start the week prior to Thanksgiving and will continue through to Christmas Eve.

This year, with the powerful TV selling program, the sales of Diana through the retailers are expected to be the highest in the history of the firm.

Sales Managers' Notes . . .

C. G. Gradwohl, Beaumont, Texas, candy jobber, has changed his location from 703 Magnolia Ave., to 2370 Pecos.

The Park Madison Candy Shop, Inc., operated by Leonard H. Benson, opened in early October at 40 W. 40th St., New York City.

The Lewiston, Idaho, branch of **Gamble-Robinson,** Great Falls, Montana, has been shut down since the first of August.

A. L. Simon, St. Louis, Mo., jobber is now operating under the name of Simon Candy and Tobacco Co.

Miss Eleanor Wilhelm has joined the Los Angeles staff of the **Associated Merchandising Corporation** as market representative for candy and food, it is announced by Mr. Herbert O. Bergdahl, Executive Vice President. Miss Wilhelm replaces Miss Peggy Ryan who has resigned.

G. O. Guy Super Drugs of Seattle, Wash., recently finished a complete remodeling of seven stores. Especially emphasized in the new layout are improved candy displays, and new candy departments, including self-service displays for bars, gum, packages and box merchandise.

National Advertising

The listings below show the confectionery firms advertising nationally in magazines, radio and television for the stated months.

The second column in the magazine section indicates the amount spent by each company during that month in the various magazines. The third column indicates the accumulative total of all magazine advertising for that company so far this year. The fourth column shows the total magazine advertising expenditure of the listed firms for the previous year. The figures are printed by special permission of the Publishers Information Bureau.

The radio and television section reveals the amount of time and the media used by the listed firms during the month stated. Data is from network sources.

Magazines — AUGUST

Adv't'er — Magazine	Amount	Total This Yr.	Total Last Yr.
Beech-Nut Packing Co. (Beech-Nut Gum)			
Everywoman's Magazine	$ 1,470	$	$
Family Circle Magazine	5,005		
Woman's Day	6,320		
Total	12,795	55,350	57,520
Blum's Confectionery			
New Yorker Magazine	328	1,930	000
Candy Pack. Inc. (Swedish Mints)			
Family Circle Magazine	52	192	120
Cracker Jack Co. (Campfire & Angelus Marshmallows)			
Everywoman's Magazine	995	44,809	54,047
Curtiss Candy Co. (Curtiss Can dies)			
Better Living	5,475	78,408	29,702
Frank H. Fleer Corp. (Fleer's Bubble Gum)			
Collier's	1,075		
Life	4,540		
Look	1,360		
Saturday Evening Post	1,545		
Total	8,520	8,520	000
Henry Heide, Inc.			
Life	2,270		
Saturday Evening Post	1,545		
Total	3,815	41,180	57,985
Life Savers Corp.			
Life	4,540	250,065	336,245
New England Confectionery Co. (Necco Candies)			
Look	8,030	89,150	89,680
Planters Nut & Chocolate Co. (Planters Peanuts)			
McCall's Magazine	7,639	48,603	181,661
Sweets Co. of America, Inc. (Tootsie Rolls)			
Screenland Magazines	680		
Seventeen	725		
Total	1,405	26,746	57,960
Switzer's Licorice Co.			
Collier's	1,176		
Dell Magazines	1,050		
Life	2,526		
Saturday Evening Post	1,680		
Total	6,432	40,714	38,355
Stephen F. Whitman & Son, Co.			
Saturday Evening Post	17,100	252,830	408,005
William Wrigley, Jr., Co.			
Better Living	3,860		
Everywoman's Magazine	2,603		
Family Circle Magazine	6,293		
Parent's Magazine	3,615		
Today's Woman	2,015		
Woman's Day	7,383		
Total	25,769	185,196	198,361
Total August Magazine Expenditure	**102,895**		

Radio and Television — SEPTEMBER

Sponsor	Network	No. of Stations	Time
American Chicle Co. (Beeman's, Chiclets, Dentyne gum)	ABC	116	16 ½-hour shows
D. L. Clark Co.		WABD (local)	1 min. spots
Gold Medal Candy Co.		WNBT (local)	4 ½-hour shows
Hollywood Candy Co.	ABC-TV	14	5 ½-hour shows
Johnson Candy Co.	Dumont-TV	31	5 ½-hour shows
Kraft Foods Co.	Mutual	530	20 ½-hour shows
Mars, Inc.	NBC-TV	42	5 ½-hour shows
Mason, Au & Magenheimer	ABC-TV	19	5 ¼-hour shows
M & M, Ltd.	ABC-TV	41	5 ½-hour shows
Peter Paul, Inc.	CBS	14 (Pacific)	20 ¼-hour newscasts
	NBC-TV		20 ¼-hour shows
Planters Nut & Chocolate Co.	CBS	17	20 ¼-hour newscasts
Williamson Candy Co. (Oh Henry)	Mutual	484	5 ½-hour shows
William Wrigley, Jr., Co.	CBS	175	10 ½-hour shows
	CBS-TV	9	5 ½-hour shows

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408,005

198,361

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ECTIONER

KEEP YOUR PRODUCT DRY

. . . with tailor-made Riegel papers

A few things RIEGEL can do for you . . .

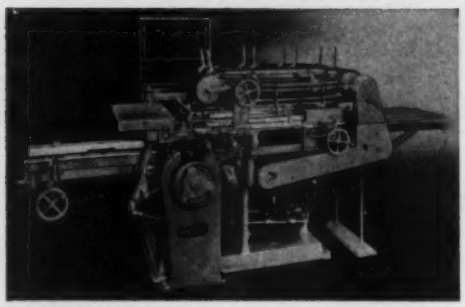
- Keep products dry
- Keep products moist
- Retard rancidity
- Retard mold
- Seal with heat or glue
- Provide wet strength
- Stop grease penetration
- Retain aromas, flavors
- Resist extreme cold
- Reduce breakage
- Prevent sifting
- Protect from light
- Resist alkalis
- Boost machine efficiency

KEEPING PRODUCTS DRY is one of the commonest problems in functional packaging. It is a problem Riegel has solved for hundreds of different products such as cereals, chemicals, drugs, and desserts. In one case the answer may be a simple waxed paper . . . in another it may be a triplex laminated combination of foil and special glassines. Invariably the paper must also provide many of the functions listed at left. What is right for one product is seldom right for another, but Riegel can usually tailor-make the right paper . . . quickly, efficiently, economically. Join us now in planning for the future. Just tell us what you want paper to do for you. *Riegel Paper Corporation, P.O. Box 170, Grand Central Station, New York 17, N. Y.*

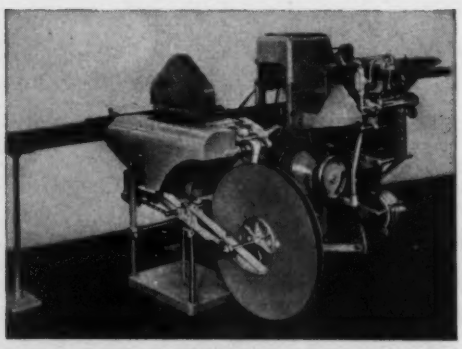
Riegel FUNCTIONAL PAPERS FOR PROTECTIVE PACKAGING

Sweeten Profits WITH LOWER COSTS

"PACKAGE" has the machines to do it!



Model FA—widely used for wrapping extension-edge boxes, goods in open boats, etc. Can be provided with price-medallion attaching device.



Model DF-1. The machine that wraps leading candy bars of regular or irregular shape at speeds up to 140 per min. It is also adaptable to the wrapping of peppermint patties. Can be equipped with roll-card feed that permits the use of lighter card stock; also with automatic bar feed.

No matter what types of candy your production may comprise, the chances are that "PACKAGE" can help you *lower your costs.* For we have perfected the largest line of wrapping machines serving the CANDY industry—and our present-day models embody modern improvements that cut costs to the bone. The speed and simplicity of operation made possible by these machines result in large labor savings—and their advanced engineering features also economize on wrapping materials.

The fine appearance of items wrapped on "PACKAGE" machines is another reason why so many manufacturers prefer them. It is well known that an attractive package not only wins new consumers but gets preferential treatment from store operators when display space is alloted to various brands.

Yes, your first step in seeking lower costs and a better selling package is to "Put it up to Package".

Consult our nearest office today

PACKAGE MACHINERY COMPANY • Springfield, Massachusetts

NEW YORK CHICAGO BOSTON CLEVELAND ATLANTA DALLAS
DENVER LOS ANGELES SAN FRANCISCO SEATTLE TORONTO MEXICO, D. F.

Forgrove Model 22-B Hard Candy Wrapping Machine

Other models in our well-known Forgrove line comprise the 42-B, 42-C and B-8 for cutting and wrapping toffee and other high-boiled candy... 26-D machine for wrapping individual pieces of chocolates and other items in various shapes and sizes... and the 22-D and 22-G machines for wrapping stick candy, pops, etc.

PACKAGE MACHINERY COMPANY

Over a Half Billion Packages per day are wrapped on our Machines

Summer relaxation and coolness are emphasized in "Chatterbox" assortment of warm weather confections.

Oriental origin of the flavor ingredients in "Kashakoo" is reflected in the package design.

Packaging—

sets the mood

association of design with occasion

stimulates the product's sales appeal

"Surrounded with a frame of bluish-green leaves and exotically colored blossoms, the figure of a petit Chinese miss, clad in brightly colored coolie coat and conical straw hat, subtly conveys a hint of the Oriental spiced delicacies within."

By designing the contained to convey the mood or impression of the contents, the Hagley Candy company of Chicago has gained noteworthy acclaim for both itself and its products.

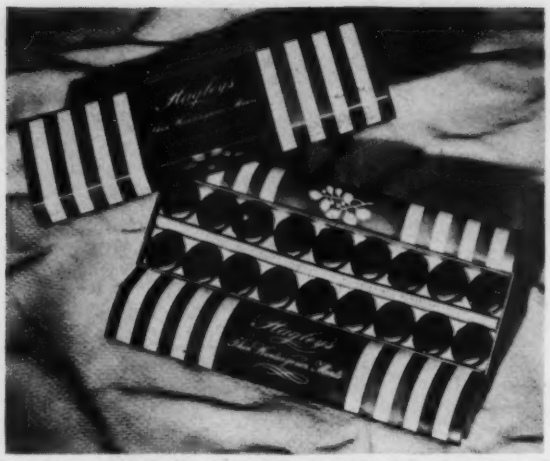
Grecian simplicity of design stresses the refined enjoyment to be found in the "Olive Branch" assortment.

The design described above draws the attention of the customer to "Kashakoo", a Hagley confection flavored with Oriental cassia. The name on the container, formed of short brush strokes, continues the oriental motif, with the short legend beneath reading "from China to you".

Another Hagley package, called "Chatterbox", awarded first prize by The Society of Typographic Arts 19th annual exhibition in 1946, adequately conveys the impression that "here is a box for leisurely summer enjoyment" by depicting, in orange and whites against a cool green background, the companionate seasonal pleasures of reading, golf, tennis, sailing, archery, swimming and riding. The coolness of the colors and the association of ideas make the summer purchaser want to try the warm weather assortment within.

In a more elegant note, the "Tri Merit Melle Melange", packaged in gold and suede, offers an air of formality appropriate for more important gift and guest occasions.

Hagley's "Rum Rica", "Black Beau", and "Brown Betty" packages continue the association of design with product. The "Rum Rica" candies, rum and butter bon bons, feature a festive Caribbean design in red and gold,



Long and cool, the green stripes of the "Wintergreen Mint" box proclaims the refreshment inside.

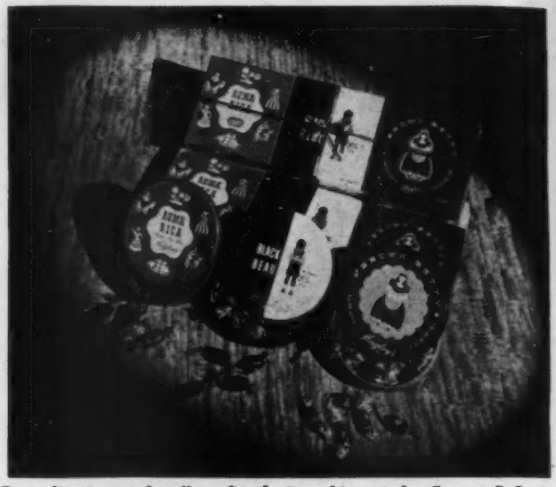
complementing the Latin American origin of the ingredients. The green-shirted little black boy on the cover of the "Black Beau" tin calls to mind the flavor of the licorice-mint candy it contains. While the figure of the girl in a ruffled brown skirt, serving a steaming cup of coffee, calls attention to the flavor of the coffee confection inside.

The Grecian simplicity of the box design, highlights Hagley's "Olive Branch" assortment. The box conveys an impression of refined enjoyment. The outside sleeve cover is in brown, with a gold olive branch embossed. The top of the box is covered with cellophane, again bearing the golden olive branch, so that each piece is plainly seen.

The broad green strips of Hagley's "Wintergreen Mint" box proclaims refreshment to the purchaser. The shape of the box, itself, lends an impression of coolness: long and thin, it is pleasantly reminiscent of cool drinks and pleasant moments.

Tinned or boxed, the Hagley packages tend to greet the buyer with an impression of the goodness and pleasure they contain, to build up an association of ideas to achieve the final effect of making him want to buy.

Hagley's sales success formula includes even more than their distinctive packaging. In a novel approach toward dealer relations, Hagley's recently opened a model retail store in Chicago's near North Side. Opposite the Drake



Rum, licorice and coffee, the designs hint at the flavor. A Latin American scene for "Rum Rica", the black and green colors of "Black Beau", and the little coffee girl on "Brown Betty."

hotel on Michigan Boulevard, the shop is located in the center of the swank shopping district.

The store was opened, not only as a retail outlet for Hagley's candies in the district, but to serve as a model display room for out of town dealers who handle the Hagley line. Here they can actually see displays, selling Hagley's candies. Too, the decor of the shop is intended to impress the visitor with the quality appeal of the confections and to set off the uniqueness of the packages.

The interior of the new store is lined to head heighth with pale, blonde, studded satin, inset with mirrors and recessed display cases. Above the satin is fine wood panelling carrying out the overall light color scheme. The counter runs from the window along one side of the room with a large crook at the other end, in the form of a "J". Three wide, mirror-lined showcases are set into the wall behind the display stands, each displaying some special Hagley assortment. Small tables and chairs are arranged along the opposite wall, equipped with ink and paper for gift messages to be wrapped with the candy if desired. Lighting for the store is provided by two delicately wrought chandeliers, with neon and fluorescent tubing illuminating the display cases.

The front display window is set flush with the sidewalk and it is easily noticeable to passersby. Open-backed, it is readily available for changing displays.

The front part of Hagley's on Chicago's Michigan Boulevard. Blonde Satin lines the walls, recessed, mirror-lined display boxes are set into it. The entire store is readily seen from the street.

The "U" shaped rear of the shop. Varieties of Hagley's candies are displayed in cases, on counters, in the wall recesses. The numerous mirrors give a feeling of spaciousness to the shop.

What's NEW in candy PACKAGING

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, *9 S. Clinton St., Chicago 6, Ill. Use the coupon on page* 50.

X-Ray Inspection Equipment

Improved models, both stationary and conveyor types, for the X-ray inspection of confectionaries. New transformer design has increased picture brightness, without a corresponding increase in current cost.

Newly perfected, ray-proof interior construction harnesses rays inside the cabinet, makes industrial X-ray inspection absolutely safe—all models are built to comply with the American Standards Safety Code and meet or exceed any local safety code. *Code P10E51.*

Bow Spinner

A labor and cost-saving machine that makes ribbon bows and pompoms at the rate of 150 to 180 an hour for gift-wrapping, novelties, corsages and display uses.

The yardage for any size package can be controlled to the inch without any waste. Any employee can be trained to operate the machine in 15 minutes.

A yardage chart governs the selective dialing for any size of bow, thereby giving accurate control of costs.

The machine has spindles arranged so that multi-colored bows can be tied if desired with 1, 2, or 3 ribbons on one bow. The spindles hold all widths from ½" to 1½". The machine automatically cuts off when 9, 18 or 27 petals are spun, and an extra push of the button adds additional multiples of 9 until the bow becomes the desired size. Only three seconds are required to change color, or add a second color ribbon to the machine. *Code P10B51.*

AGATE DIPPING PAPER
HOLIDAY PAPERS
TRADE-MARKED PAPERS
FANCY PAPERS

MATTHIAS PAPER CORPORATION

165 W. BERKS STREET
PHILADELPHIA 22, PA.

A well planned, efficient candy packaging operation using EXACT WEIGHT end-tower scale. Powell Candy Co., Minneapolis, Minn.

EXACT WEIGHT eliminates Packaging Risks . . .

There is a great difference in packaging candy to fit the box or packaging by weight. When you package by weight you are assured a uniform carton . . . protect yourself against overweight containers . . . eliminate mis-packaging by catching underweight boxes. That is why good scales are so important to profitable operation. There is a difference in scales too. Buy units that fit the job . . . equipment that does YOUR work . . . scales with speed of operation; with trouble-free operation; simple construction that is easy to maintain and above all scales with fraction-ounce accuracy. These are the factors present in EXACT WEIGHT Scales. There are models for every candy operation in the industry from ingredient compounding to hand, semi-automatic and fully automatic packaging. Write for details for your plant.

Sales & Service from Coast to Coast

EXACT WEIGHT SCALES
Industrial Precision
THE EXACT WEIGHT SCALE COMPANY
912 W. Fifth Ave., Columbus 8, Ohio
2920 Bloor St., W., Toronto 18, Canada

YES! WRAP UP TO 450 Candies Per Minute!

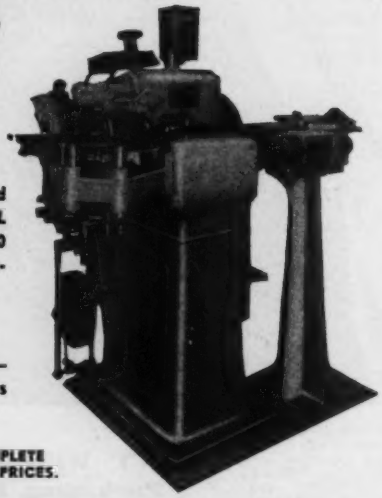
IDEAL

one of the world's finest

WRAPPING MACHINES

- ★ Fast
- ★ Dependable
- ★ Long Life
- ★ New high-speed SPECIAL MODEL —wraps 325-450 pieces per minute.

Also available:
Senior Model— wraps 160 pieces per minute.



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IDEAL WRAPPING MACHINE CO.
MIDDLETOWN, N. Y. U. S. A.
EST. 1906

GAIR

SHIPPING CONTAINERS

Eliminate Many Hazards of Shipping

Gair Corrugated Containers are so scientifically constructed that they offer the utmost PROTECTION against the many hazards of shipping... truly amazing how they withstand tremendous knocking about and rough usage.

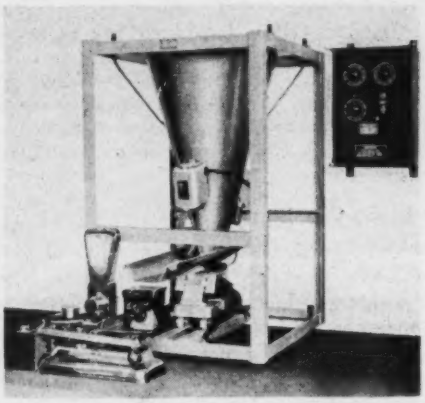
Without obligation Robert Gair offers a helping hand in solving shipping container problems.

WRITE TODAY for technical information

ROBERT GAIR COMPANY, INC.
155 EAST 44TH STREET, NEW YORK • TORONTO
PAPERBOARD • FOLDING CARTONS • SHIPPING CONTAINERS

Weighing Machine for Semi-Automatic Batching, Packaging, Bagging, Feeding and Compounding

The machine comprises scale of appropriate capacity, speed and sensitivity, equipped with photo-electric cell controls: electronic amplifier unit, vibratory type feeder machine and feeder conveyor, with two rates of feed controller, hopper, hopper vibrator and controller, and supporting frame.



Machines are semi-automatic, the container is placed on the scale platter manually. Momentary contact by switch starts feeder and hopper vibrator. The feed automatically cuts off at proper weight.

Machines are available for 110 volt, 220 volt or 440 volt single phase alternating current, in sizes 22″x22″ x36″, up. *Code P10F51.*

New Automatic Rotary and Conveyor Combination

A high speed packer for flat bottom containers in a broad range of sizes and shapes, having wide or narrow openings.

Suitable vibration is furnished in the rotary section to permit products to fully settle and to provide fill at a high speed. Dust accumulation is controlled at the same time by the seating relationship of the container adaptor spouts to the container openings. This adaptor relationship to container (rotary feeding head) allows a group of containers to be filled and vibrated at the same time and to fully settle before going to the outgoing side of the conveyor.

All machines are equipped with: scientifically designed agitation in the hopper, appropriate to the product; automatic self alignment of product dial plates and container dial plates for maximum efficiency; no can no fill device; and variable speed transmission with speed locking feature. *Code P10C51.*

Circle Code Numbers and Mail Coupon for Literature on Any Item Discussed in This Section to
The Manufacturing Confectioner
9 S. Clinton St. Chicago 6, Ill.

P10B51 P10C51
P10E51 P10F51

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Firm .....
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City ..... **Zone** ..... **State** .....

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PATENT GRANTS

Of Interest to Confectionery Manufacturers

ELECTRONIC CHECK-WEIGHING AND SEGREGATING APPARATUS 2,568,255

Warren J. Schieser and John F. Kelley, Columbus, Ohio, assignors to The Exact Weight Scale Company, Columbus, Ohio, a corporation of Ohio.

Application July 24, 1948, Serial No. 40,544
6 Claims. (Cl. 209—121)

In check-weighing and commodity-segregating apparatus, a weighing scale having a movable balance lever, a continuous belt-type conveyor supported by one end of the balance lever, said conveyor forming a part of an extended conveyor line over which commodities being weighed move without interruption, motor means supported solely by the balance lever and drivingly connected with said conveyor, means in the conveyor line at the discharge side of said belt-type conveyor for segregating commodities of undesired weight from commodities of desired weight, electro-magnetic means to operate said last-named means, electrical means operated by the movement of the balance lever of said scale for determining the operability of said electro-magnetic means, and a photo-electric cell circuit in series with said electrical means to control said electro-magnetic means, said photo-electric cell circuit having a light sensitive member disposed adjacent the discharge side of said belt conveyor and operable in response to the passage of a commodity over the discharge side of the conveyor to close said photo-electric cell circuit.

PACKAGING MACHINE 2,566,677

Theodore Rapp, Los Angeles, Calif.
Application May 10, 1948, Serial No. 26,071
9 Claims. (Cl. 226—95)

A packaging machine including: a stationary hopper having a bottom formed with a plurality of spaced openings; downwardly extending telescopic measuring and delivery tubes, each having one element secured in alignment with one of said openings; a vertically adjustable plate mounted below said hopper and supporting lower elements of said telescopic delivery tubes; means for adjusting the vertical position of said plate; a first plate valve mounted above the upper ends of said tubes and below the spaced openings in the bottom of the hopper and a second plate valve mounted below the lower ends of the measuring tube elements carried by said adjustable plate; a pair of parallel shafts rotated at the same speed; a first cam secured on one shaft and arranged in the same plane as a second cam secured on the other shaft; a third cam mounted on the same shaft as the first cam but spaced therefrom; a fourth cam mounted on the same shaft as the second cam and in the same plane as the third cam; a rigid member moved back and forth by said first and second cams and connected to the first plate valve, and a rigid member moved back and forth by said third and fourth cams and connected to the second plate valve, said cam means being arranged so that the upper valve is moved to open and then to shut position before the lower valve is opened and does not again operate the upper plate valve until the lower plate valve has been closed; a conveyor belt effective to carry empty cans into position to be filled; can stop means effective to hold said cans stationary at filling position during the can filling operation and to release them to be transported out of said position when filled; a can stop and release cam secured on one of said parallel shafts; and means actuated by said latter cam to operate said can stop and release means.

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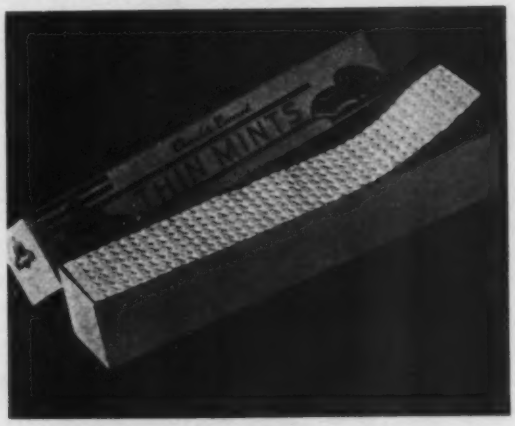

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282-286 Portland Street, Cambridge, Mass.

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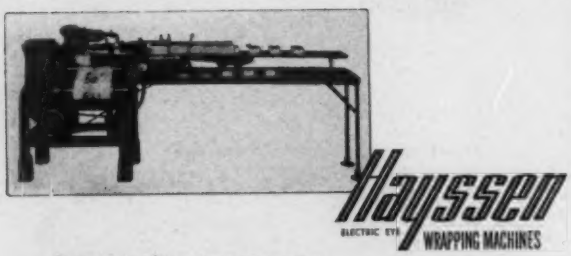
Representatives in Philadelphia, Detroit, St. Louis, Chicago, Dallas, New Orleans, Los Angeles and Portland, Oregon.



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Hayssen Automatic Wrapping Machines produce neat packages at low unit-cost. Printed designs are registered by the Hayssen Electric Eye, and uniformity in appearance is maintained. One machine wraps many package sizes, and handles wrapping material in economical rolls. Send today for descriptive literature.

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METHOD AND APPARATUS FOR PACKAGING
2,567,598

Fred M. Deutsch, Neenah, and Morris Warzinik and Anton M. Meier, Manasha, Wis., assignors to Marathon Corporation, Rothschild, Wis., a corporation of Wisconsin.

Application November 24, 1945, Serial No. 630,628
35 Claims. (Cl. 93—6)

The method of packaging which comprises the steps of providing a stack of collapsed cartons folded in substantially flat condition having a tray portion and a hinged cover portion, feeding a series of successive individual cartons from said stack, successively setting up the individual cartons by folding the cover portion of a carton away from the tray portion, opening and setting up the tray portion, filling said tray portion with goods to be packaged therein, and then automatically telescoping said cover portion over said tray portion in closed relation thereto.

The method of forming, filling, and closing a carton while the carton is in continuous uninterrupted flow, said carton having a rectangular body formed by a bottom and side and end walls hinged thereto and to each other, and a cover hinged to one edge of a side wall of the carton body and having a continuous flange hinged on the free edges of the cover, said carton being collapsed with the side and end walls of the carton body folded flat over the bottom thereof and with the flange folded flat under the cover and the cover folded over the body of the carton and disposed in substantially the plane of the bottom, which comprises advancing the collapsed carton bottom down in a continuous uninterrupted flow along a predetermined path with the hinge of the cover parallel to the direction of travel of the carton, swinging the cover of the advancing carton to open position, then opening and blocking the body of the carton, depositing a measured quantity of product into the open body of the carton, then advancing the carton with the hinge of the cover normal to the direction of travel of the carton.

A NEW METHOD for TEMPERING CHOCOLATE

by

A. T. NEWTH

A new, operation-proved method of tempering is thoroughly explained by one of the industry's outstanding authorities on chocolate in a step-by-step outline from the definite crystal pattern through the coating machine to the tunnels and cooling, the bottomer, dripping virgin coating, and melting kettle. Follow this expert's nine "Points to Remember" for better chocolate tempering in your plant.

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THE MANUFACTURING CONFECTIONER
9 S. Clinton St. Chicago, Ill.

New Process Makes Tinless Tin Cans

Development of two new processes for making tin-cans, without the use of tin, were revealed recently by W. Stuart Symington, administrator of the Reconstruction Finance Corp.

The new methods were developed by the Reynolds Metals Co. as substitutes for the costlier metal or in case of a tin shortage. One method makes use of a heavy aluminum foil and plastic material and the other uses foil and steel sheets.

Only a few of the aluminum-plastic cans have been made at the Reynolds laboratory, J. Lewis Reynolds, vice president of operations, stated. He said no government contracts for the new type containers have been signed yet, but that representatives of the armed forces would get first call on the method. The firm has not yet received a final patent on the processes.

A sample of the can was sent to the RFC, which is responsible for the United States' supply of tin.

Commenting on the cost of a can made under the new method, Mr. Reynolds said it would be competitive with regular tin plated cans, and in many instances "actually cheaper."

Here is how the Reynolds firm uses aluminum foil and plastic to make containers:

A roll of aluminum foil is coated with plastic in a continuous process at high speed. If required there can be printed on the outer surface any design wanted and in seven colors.

The coil of aluminum plastic foil is then heated to a prescribed temperature and two thicknesses are rolled on a tube or mandril under pressure. This then becomes the body of the can. It is then cut off the roll. A bottom and top of aluminum is put on later.

The can may be used for any type of foods, fruits, juices, oils and dry products. The plastic coating used can be made from a host of chemical products such as the vinyls, plyethelenes and poly vinyl chloride.

One important factor is the scrap value, he stressed. The used cans are reclaimable and can be melted down for the aluminum content.

Another point is that the machinery for making these containers can be installed at the site of packing with the aluminum-plastic foil supplied by Reynolds.

The other process which Mr. Reynolds calls "aluminized steel" is the welding of an inner and outer coat of aluminum foil to steel sheet. This is done by using three rolls of metal—two of aluminum foil and one of steel sheet which has been pre-heated. All three are then fed through a rolling mill with the aluminum foil under and over the steel sheet. The heat of the steel and the pressure exerted welds the aluminum to the sheet so that there is an outer and inner aluminum coat on the steel. This type has been produced at the Reynolds plant at Lister Hill, Ala., but it has not yet been done by any steel mill.

YOU CAN NEATLY PACKAGE 2 UNITS PER SECOND!

...On this Modern
HIGH SPEED WRAPPER

FOR THE ARMED SERVICES
We are contributing to the nation's defense program by providing a large part of our increased production facilities for building precision armaments. Civilian orders are filled on a reasonable time basis only.

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Wraps single or multiple units per package with equal ease and speed — no matter how irregular the shape — how fragile the product.

Your production increases rapidly with the Campbell Wrapper. Dependent upon the product, this amazing machine wraps from 80 to 150 units per minute — *with some users reporting as high as 180!* Highly important, too, it produces a neat, square-cornered package with irresistible sales appeal . . . Labels are accurately spotted and product is not crushed, broken or dented — because it is "float wrapped". In most cases, only one operator to feed and one to pack are required. Machine uses wrap materials of all types, such as glassines, cellophanes, foils, etc., for use with or without stiffeners, as desired. It comes with Straight, L or Hopper type feed.

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metal containers are proving their worth more and more to the merchandiser and consumer.

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Supply Field News

• **Mr. J. L. Weisman,** manager of export sales of the Felton Chemical Co., Inc., sailed recently on the Ile de France. Mr. Weisman will spend several months at the offices of Felton Company France (S.A.R.L.) in Versailles consulting with the directors of the French Company.

He also plans to visit Felton agents in Switzerland, Holland, Belgium and Sweden, making plans for the promotion of new Felton products in those countries.

• **Vincent Detrano** has been appointed technical director of candy operation for Whitson Products Division of The Borden Company. In addition to technical services, Detrano will direct sales of Whitson's #100 Whipping Agent and Soyco to the candy trade in the eastern United States. Prior to joining Borden's, he was associated with Huyler's for 19 years and served as manager of that company's plant in Manhattan and their Ridley plant in Brooklyn.

• **Kenneth W. Hartley** has been appointed manager of the Dodge & Olcott Chicago sales office, succeeding Frank S. Topper, who is retiring. Topper is a veteran of 31 years with D&O.

Hartley has been a member of the Chicago staff since 1949. He will be assisted in Chicago by William Kissel, formerly D & O representative in Dallas, Texas.

• **George A. Mohlman,** chairman of the board of directors of Package Machinery Co., retired from active service, October 1. Mohlman has been associated with the company since 1918, when he joined the New York sales force. He was elected a second vice president in 1926, director in 1930, and president in 1942. Since 1948 he has been chairman of the board.

George A. Mohlman, retired chairman of the board of directors, Package Machinery Co.

He will remain as a member of the board of directors.

• **George W. Shannon,** 80, dean of salesmen and formerly a director and vice president of Robert Gair Company, Inc., New York, manufacturers of paperboard, folding cartons and shipping containers, died September 25, at the Long Island College Hospital, Brooklyn.

Mr. Shannon started with the Gair company as a salesman in 1903, and for almost half a century handled some of its largest national accounts. He was active until two weeks before his death.

• **Milprint, Inc.** have moved their Chicago Sales Offices to larger quarters at 100 East Ohio Street, Zone 11. The new branch headquarters will accommodate the staff of twenty assigned to cover the State of Illinois and Northwestern Indiana.

Lester R. Zimmerman, Vice-President in Charge of Midwestern Operations, opened the Chicago Office 35 years ago. For the past several years, Hugo

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MERCKENS CHOCOLATE COMPANY, INC.
BUFFALO, NEW YORK
BRANCHES AND WAREHOUSE STOCKS IN
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BURCO Products . . . "BEST by TEST"

NU-KREME—Grade A of all Nougat Creams.

DIPPING PIECES—Molasses Honeycomb Chips, Peanut Butter Chips, Toasted Cocoanut Chips, Chocolate Center Chips, Almond Butter Sticks, Mint Pillows and Peanut Butter Pillows.

BURCO NOUGAT CREME—The All Purpose Nougat Cream.

TOPPINGS—Marshmallow, Butterscotch, Caramel and Chocolate Fudge.

CONFECTIONERS PECTIN—For Cut Slab Jellies.

NU-MILK—Whole Milk in Plastic form for Caramels and Fudges.

FRESH COCOANUT PASTE—Ready to use for Chocolate or Bon Bon Centers.

PECTOLENE—A Pectinized Invert Sugar Product.

CENTER-ROLL KREME—for Soft-flowing Creams.

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Formula Book "Recipes for Better Candies" sent with initial order

BURKE PRODUCTS CO., INC.
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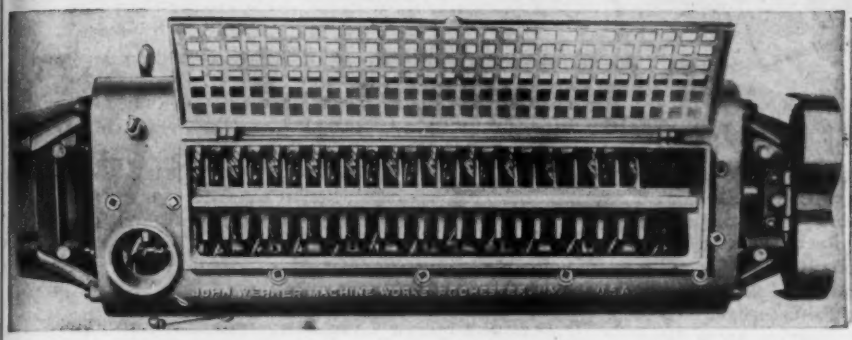
THE WORLDS *LOWEST COST* PRODUCER OF FONDANT



2 Cylinder Snow Flake Fondant Beater

Peerless Fondant Cooler

The Greatest name in Fondant Equipment

- Perfect Beating and Cooling, plus super-aeration.
- Frictional heat removal by ventilation and water jacket.
- The Werner "Uniflow Coil" gives uniform cooling, which results in uniform Beating.
- The lowest cost per pound of quality Fondant.
- It's Lifetime equipment.

"There is No Substitute for Experience".

JOHN WERNER & SONS, INC.

713-729 Lake Ave. **Rochester 13, N. Y.**

Heller, Jr., also a veteran in the packaging industry, has headed the Chicago staff.

• **Dr. Paul R. Shildneck** has been named assistant technical director of the A. E. Staley Manufacturing Co. He has been research director since 1947 and is the inventor of the Staley process for making monosodium glutamate from corn protein.

Dr. Paul R. Shildneck, assistant technical director of the A. E. Staley Manufacturing Co.

Dr. Edward G. Samsa has been appointed to Staley's research staff as a research chemist in the company's oils and protein laboratory.

• **David B. Sankey,** formerly of Youngstown, Ohio, has been named general manager of the Charles A. Peterson Co. of Cleveland. The firm processes nut meats for the candy and ice cream trade.

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IMITATION OIL OF ORANGE
25 LB. TINS — 90c PER LB.

IMITATION OIL OF LEMON
25 LB. TINS — $1.65 PER LB.

IMITATION OIL OF LIME
25 LB. TINS — $1.95 PER LB.

Samples on request — quantity prices on request

TORRE PRODUCTS CO., INC.
52-54 WOOSTER ST., NEW YORK 13, N.Y.

• **William C. Tesche** has been appointed general manager of the California Walnut Growers Association to fill the vacancy created by the recent death of W. T. Webber.

The new manager of this organization has had 18 years of broad experience with its varied interests. In addition to being Sales Promotion Manager, he has represented the Association before congressional committees and at Department of State and Agriculture hearings on tariff, reciprocal trade agreements, marketing acts and similar matters.

Mr. Tesche has been Chairman of the Edible Tree Nuts Advisory Committee in Washington, composed of representatives of the almond, pecan and

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filbert industries, as well as the walnut industry, and is currently Vice-Chairman of the Agricultural Committee of the Los Angeles Chamber of Commerce and a member of the State Chamber.

• **Dr. R. W. Merritt** and **S. F. Thune** have been named assistant vice-presidents of National Starch Products, Inc., Frank Greenwall, president, announced yesterday. Their promotions are in line with the company's program of delegating responsibility to younger men from within the ranks, Mr. Greenwall said.

Dr. Merritt has been co-ordinating efforts of the manufacturing department and Mr. Thune has been general manager of the company's mid-western division.

• **Robert Gair Company, Inc.**, has announced the appointment of Beaven W. Mills as sales manager for Gairvure cartons.

Mr. Mills, as sales manager, will be responsible for the promotion, development and sale of sheet-fed gravure cartons. For the past four years, Mills has been art director of the Gair company.

• **Victor Cowley** of Cowley Distributors, 435 Locust Street, San Francisco, is now representing Van Leer in California, Oregon and Washington. Mr. Leo K. Van Leer, President of Van Leer Chocolate Corp. stated that the appointment was in response to increasingly widespread demand for Van Leer's products in the candy industry.

• **Dr. Stanley M. Jackson** has been named technical consultant on food chemistry of W. R. Grace & Co., international industrial and trading concern with transportation interests, it was announced recently. He will work with South American affiliates and subsidiaries of the company that are engaged in food production. These include a chocolate and biscuit factory in Colombia, sugar refineries in Peru and Chile, a candy and biscuit factory in Peru, flour mills in Bolivia and Peru and an edible oils and margarine plant in Chile.

• **American Can Company** has nearly doubled the annual container manufacturing capacity of its St. Paul, Minnesota, plant through an extensive expansion program. The remodelled plant includes several new production lines, increased storage areas and improved loading and shipping facilities.

The Famous Racine Depositor meets all your forming needs

Various spacings handle chocolate, creams, marshmallows, etc., with or without fruits or nuts, for depositing into molds, paper cups, or trays, plaques or belts. Operates without pumps.

Now be sure of absolute uniformity in size and weight.

Send for new circular.

TWO MODELS
JUNIOR 16" SENIOR 32"

VACUUM CANDY MACHINERY CO.
RACINE CONFECTIONERS' MACHINERY CO.
15 PARK ROW, NEW YORK 38, N.Y.

COMMODITIES

Brazilian cacao bean exports are reported on a decline. Although the 1951-52 crop is expected to total about 2,600,000 bags as compared with the 1950-51 estimate of 2,271,141 bags, exports were down about one-third during the first six months compared to the same period last year.

The 1950-51 **Dominican cacao** crop is expected to amount to 29,000 metric tons. There is expected to be less unfermented Sanchez cacao available, however, due to the increased production of the Dominican government-owned chocolate factory at Puerto Plata. Dominican cacao exports during the first nine months of the 1950-51 crop year (beginning Oct. 1) totaled 17,574 metric tons, slightly higher than the previous seasonal period. Virtually all exports went to the United States.

Unfavorable weather, causing pod rot, has forced a decline in estimates of the **Panama cacao** crop. Exports, all of which go to the United States, were correspondingly decreased.

Cuba expects a near record **sugar** crop this year, probably about 6,350,000 short tons, exceeded only by the 1947 and 1948 crops. Virtually all the 1951 crop has been sold to foreign markets assigned to fill Cuba's quota commitments in the U. S., or alloted for local consumption. Only about 150,000 short tons remain in the "special retained" quota. About half of the total amount for export was shipped to the United States during the first six months of this year.

Sugar production in the **Dominican Republic** is expected to reach an all-time record of about 583,000 short tons during the 1950-51 grinding season. Virtually the entire exportable crop of 450,000 long tons was sold to the British Ministry of Food. The United States receiving only its quota share.

Planters in **Brazil's** Amazon valley are optimistic about trade estimates for the 1950-51 harvest of **brazil nuts** at about 30,000 tons. The large yield is coupled with a steadily rising trend in prices of agricultural products in the region.

Sweet-almond production, shelled basis, in the French Zone of **Morrocco** in 1951 will be about equal to the 1950 output of 3,500 metric tons. Expected quotations to the U.S. market are as low as $80 per 220 pound quintal.

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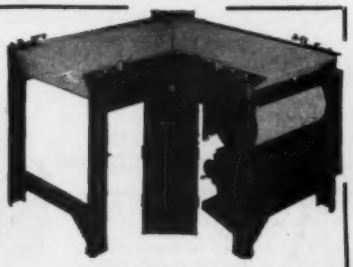
For

CANDY and BISCUIT PLANTS



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- **LUSTR-KOOLD chocolate, skinning and sandwich cooling tunnels and conveyors.**
- **MISC. ITEMS: Packing Tables; Variable Drives; Stainless Steel Hot and Cold Slabs; Stainless Trucks, Pans and Racks.**

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Manufacturers Representative
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25 years in the Candy Business

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Candy and Specialty Items
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Territory: Arizona, New Mexico & El Paso, Texas

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New Mexico—Arizona El Paso County Texas
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Broker
Manufacturers' Representative
"Worlds Finest Candies"
911 South Richmond Ave.
ALBUQUERQUE, NEW MEXICO
Terr: New Mexico, Arizona & El Paso, Texas area

The 1951 **Sicilian Almond** crop is expected to run considerably less than the 1950 top of 20,000 metric tons. The 1951 crop was being contracted for at the end of April on the basis of $72 per quintal, but has since risen and is continuing to rise.

The **Indian cashew-nut** crop for 1951 is expected to run considerably less than the 50,000 long ton crop for 1950. Although about half of the total shipment for the first three months of this year went to the United States, Indian exporters are reported to be holding out for better prices in other markets.

Mexican chicle production appeared on a decline for the 1950-51 season in the Yucutan Peninsula due to the adverse effects of dry weather. Although the Mexican government had authorized the production of two million kilogram of chicle during the season, actual production was estimated far below this.

The **California Almond crop**, which is estimated at 42,000 tons, 11 per cent more than last year, is troubling growers on the West Coast. They have asked Agriculture Secretary Brannan to let them hold 25% of the crop off the market. In Oregon and Washington, the 1951 filbert harvest is expected to top 1950's by 25%; a sizeable share may be declared surplus and kept from market.

A protest against a proposal by the Department of Agriculture to modify United States standards of shelled white **Spanish peanuts** has been lodged with the department by the National Confectioners Association. The protest was made, it was explained, to protect candy manufacturers from any down grading of peanuts purchased for candy making.

In its statement, the association said that standards should be raised, not lowered. Conditions relative to the purchase and sale of peanuts under the so-called United States standards did not adequately protect the purchaser or the public, the organization said, adding the present standards in the quality of peanuts sold to candy manufacturers were lower than they were prior to 1939 when the United States standards were promulgated.

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News of Associations

• **Justin J. Alikonis,** chief chemist of the Paul Beich Co., was elected chairman of the Chicago section of the American Association of Candy Technologists at its meeting October 9. Alikonis succeeds Walter Richmond, who has moved from Chicago.

Members of the Chicago section at the meeting heard Dr. John Steiner, of the Miner Laboratories, Chicago, discuss the storage, handling and packaging of nut meats.

At the November 13th meeting, Dr. K. G. Weckel, professor of Dairy and Food Industry at the University of Wisconsin, will tell of the new research program set up by the university to help the food industry. He will ask for suggestions on research projects.

• **Subject topics** for the four-day convention of the National Automatic Merchandising Association will be: November 12, Progress in Automatic Merchandising; Nov. 13, Salesmanship and New Markets; Nov. 13, Better Business for Operators; Nov. 15, Operating economics in an Inflationary Period.

• **The Western Confectionery Salesmen's Association** holds its 37th annual convention, December 6 and 7, at the Hotel LaSalle in Chicago. Members are urged to send in their reservations as soon as possible.

• **Candy Technologists** in Philadelphia heard Edward W. Meeker and Dr. Dorsey Nelson, both of the American Sugar Refining Company, in a two part program, October 16 and 23.

• **Mr. H. L. Thomasson,** presently President Elect of the International Association of Milk and Food Sanitarians, Inc., has been appointed by the Executive Board to the full time position of Executive Secretary of the Association and Business Manager of the Journal of Milk and Food Technology.

Mr. Thomasson has had wide experience in the publishing field and in business management, and has served for the past thirteen years as Milk Sanitation Consultant, Indiana State Board of Health, in charge of the fluid milk program.

The Executive Board feels that Mr. Thomasson's wide and varied experience particularly suits the needs of such a position. He has been active in the International Association of Milk and Food Sanitarians for many years, and also active in national affairs relating to milk sanitation. He also assisted the State Board of Health Food Sanitarians quite often in promotion of restaurant programs.

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383 Brannan Street
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2—16" Enrobers with feeding table, cooling tunnel, packing table. Reeves drive. 1 unit complete for conditioning of tunnels.
1—C.A. 2 Machine in perfect condition with electric eye attachment.
1—50 lb. pulling machine.
4—Thos. Mills Coolers.
1—Depositor with pump.
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FOR SALE: Package Machinery LP and LP 2 Sucker Wrappers. Adjustable for various sizes and shapes of suckers. In fine operating condition. Box 1113 **The MANUFACTURING CONFECTIONER.**

FOR SALE: Package Machinery DF Bar Wrapper with electric eye. In fine condition. Box No. 1114 **The MANUFACTURING CONFECTIONER.**

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1 Drop Frame 2x4, motor driven with 10 sets of rollers.
3 Acma Twist Wrapping Machines for balls and oval piece. 110 pieces per minute.
1 Dern cutter, variable speed, motor driven with 3 belts.
2 Package Machinery Stick Wrappers for 4" and 8" sticks.
1 Forgrove wrapper.
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3 Ball Wrapping converted Kiss Machines.
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When addressing box numbers, please address as follows:
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Chicago 6, Ill.

Classified insertion requests are sent to the same address. Rates are 35c per line of regular type; 70c per line for bold face or capital letters; $6 per column inch for display. Minimum insertion is three lines. Rates are not subject to agency discounts.

MACHINERY FOR SALE (contd.)

FOR SALE: Racine Duplex sucker machine, 1 set American Mix Rollers, 1 set Duplex sucker roller; Cell-O-Core No. 40 sucker wrapper, brand new; Revolving Pan size 38, Model A., brand new; Thomas Mills after dinnermint machine, complete; Thomas Mills lemon drop machine with 3 sets rolls; J. T. Hohberger No. 152 cut rock machine. For bargain prices and detailed information write Box No. 1112 **The MANUFACTURING CONFECTIONER.**

FOR SALE: Package Machinery Co. DF1 Bar Wrapper with electric eye. In excellent condition. Box No. 1116 **The MANUFACTURING CONFECTIONER.**

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FOR SALE: Two tumbling machines for hollow chocolate novelties. Complete with motor and drive. Good condition, price reasonable. Box No. 1111 **The MANUFACTURING CONFECTIONER.**

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FOR SALE: Small retail shop and kitchen, Eastern Washington specializing in prestige-class chocolates. Wholesale accounts available. Illness in owner's family demands quick sale. Contact: Allegra Thomas, Cambridge, Idaho.

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WANTED: Greer Multi-Tier complete and in good working order. Box No. 11114 **The MANUFACTURING CONFECTIONER.**

MACHINERY WANTED: Hand operated drop frame with four or five sets of rolls. Particulars to Box No. 1118 **The MANUFACTURING CONFECTIONER.**

MACHINERY WANTED: Model A or Model B Stokeswrap or Transwrap machine for duplex cellophane bags. Furnish complete details including price and delivery. Box No. 11110 **The MANUFACTURING CONFECTIONER.**

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WANTED: Second and closeouts of candy, gum and allied lines. Send samples and prices. No lot too small. D & B Rated. Philadelphia Sales Co., 1023 Spring Garden St., Philadelphia 23, Pa.

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STATEMENT OF OWNERSHIP, MANAGEMENT CIRCULATION, ETC.

Required by the Act of Congress of March 3, 1933, of The Manufacturing Confectioner, published monthly at Pontiac, Illinois for October 1, 1951.

State of Illinois, County of Cook, ss.

Before me, a notary public in and for the State and County aforesaid, personally appeared Mrs. Earl R. Allured, who, having been duly sworn according to law, deposes and says that she is the Publisher of The Manufacturing Confectioner, and that the following is, to the best of her knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher—Mrs. Earl Allured, 9 S. Clinton St., Chicago 6, Ill.

Editor—Mrs. Earl Allured, 9 S. Clinton St., Chicago, Illinois.

Business Manager—Mrs. Earl R. Allured, 9 S. Clinton St., Chicago, Illinois.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.) The Manufacturing Confectioner Publ. Co., Mrs. Earl R. Allured, James W. Allured, Stanley E. Allured, Allen R. Allured, 9 S. Clinton St., Chicago 6, Illinois.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (if there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bonafide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

MRS. EARL R. ALLURED, Publisher

Sworn to and subscribed before me this 9th day of October, 1951. (Seal)

A. E. WALTHER, Notary Public

(My commission expires September 28, 1952)

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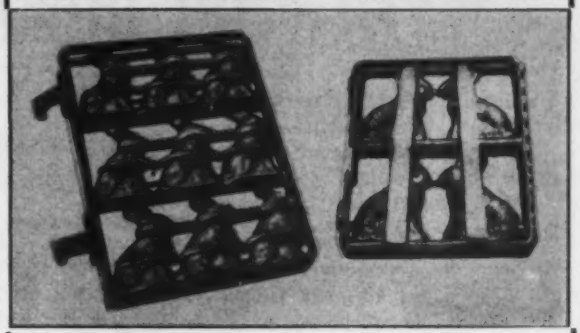
Hollow Chocolate MOLDS



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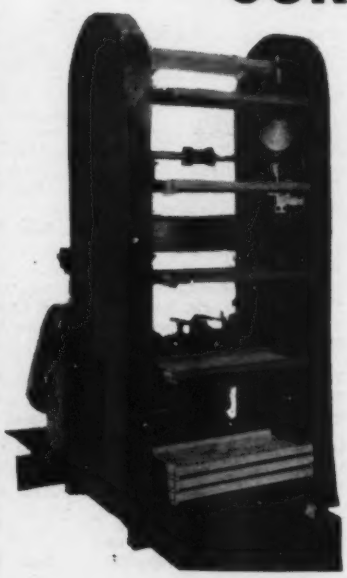

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* * *

A young Japanese student, who wants to attend school in the United States, recently sweetened up a college entrance examination board.

Tobufusa Suyenobu sent a package of Japanese biscuits fruit and candy to the board, expressing his humble hope that the value of the goodies would equal the amount of the examination fee and that he could take the test in Tokyo next summer.

Board representatives decided to allow the highly irregular method of payment—but just this once. They pointed out that they were only recognizing an enterprising spirit, not sanctioning an international barter system.

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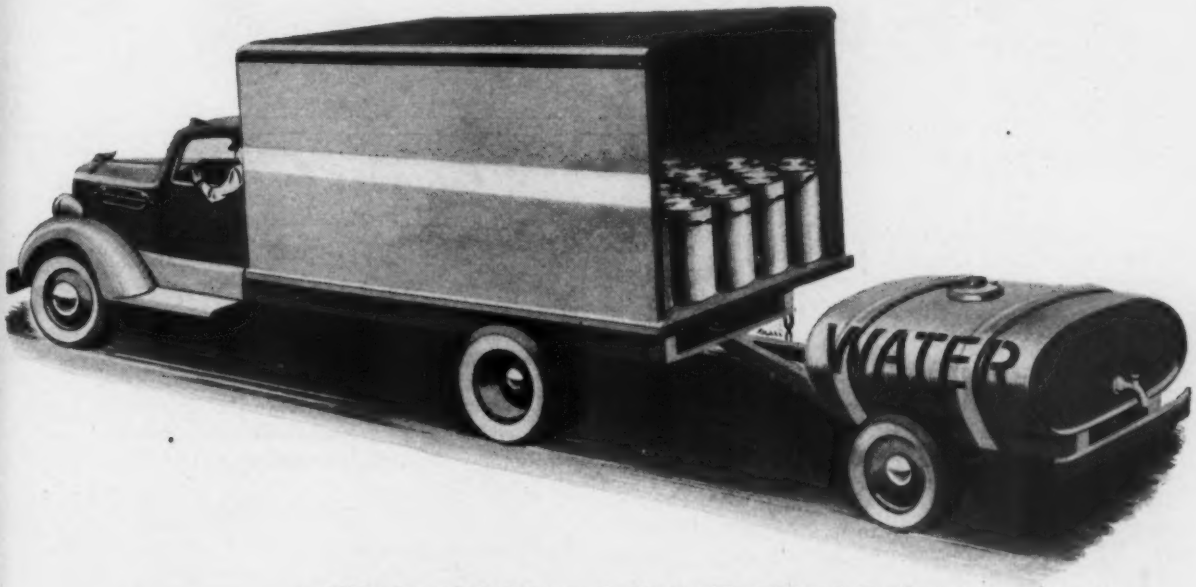

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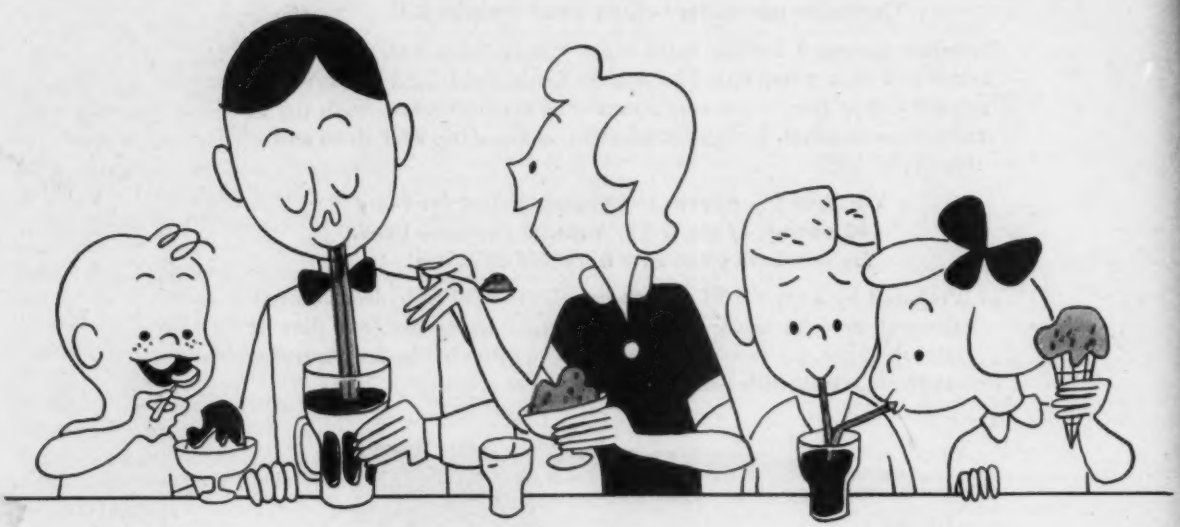

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